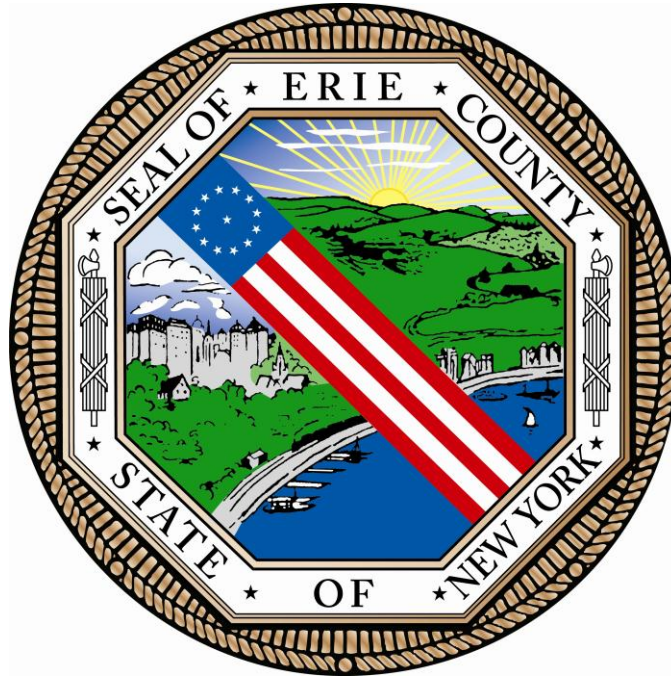


# ERIE COUNTY BUSINESS ASSISTANCE DIRECTORY





## Erie County Business Assistance Directory

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Disclaimer: The descriptions used in the directory were abstracted and modified from brochures and/or publications in order to keep the directory from becoming a giant publication. The descriptions are only intended to give the user a flavor of what each organization can offer. It is strongly suggested that a user contact an organization directly to get more detailed information. We have made every effort to be as accurate as possible, but cannot guarantee complete accuracy. As such, Erie County assumes no liability for the accuracy of the information provided or for the omission of information not provided.

» **ALPHABETICAL AGENCY INDEX**

**GUIDE TO ALPHABETICAL AGENCY INDEX**

This section lists every agency and contains common abbreviations associated with different agencies. It also provides a phone number and the page number of where additional information can be found in the Agency & Program Descriptions Section. The Agency & Program Descriptions Section provides the organization's name, address, contacts, phone, fax, e-mail, web site and a short description of services.

**A**

**Adjacent County Contacts** | P. 46  
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**Assoc. of Erie Co. Governments (AECG)**|716-941-3647, P. 12

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**Bflo. & Fort Erie Public Bridge Authority** | 716-884-6744, P. 12  
**Buffalo Convention Center (BCC)** | 716-855-5555, P. 12  
**Bflo. Ng. Convention & Visitors Bur. (CVB)**|716-852-0511, P. 12  
**Buffalo Niagara Enterprise (BNE)** | 716-842-1330, ext.452, P.13  
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**Buffalo Place, Inc.** | 716-856-3150, P. 13  
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**Buffalo Urban Renewal Agency** | 716-851-5035, P.14  
**Buffalo World Trade Association** | 716-685-1781, P. 14  
**Business Council of NYS, Inc.** | 518-465-7511, P. 14

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**Canisius College Women's Bus. Ctr.** | 716-888-8280, P. 14  
**Clarence Industrial Dev. Agency**| 716-741-0149, P. 14  
**Concord Industrial Dev. Agency**| 716-592-3321, P. 15

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     Dept. of Env. & Plg. (DEP) | 716-858-8390, P. 16  
     Div. of Eq. Employ. Opportunity (EEO) |716-858-7542, P. 16  
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**Great. Bflo.-Niag. Rg. Tran. Council (GBNRTC)**|716-856-2026,P. 18

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**International Institute of Bflo. NY, Inc.** | 716-883-1900, P. 18

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     Regional Institute|716-878-2440, P. 23  
     Nat. Ctr. - Geographic Info.&Anal. (NCGIA)|716-645-2545, P. 23  
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**Stern**, Amelia | 518-486-3292 | GORR | P. 17  
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**Ward**, Brenda | 716-858-8320 | EC-Senior Services | P. 45  
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**Weathers**, Steve | 716-856-6525 | ECIDA | P. 17  
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**Wiktór**, Corey R. | 716-699-2005 | Cattaraugus County IDA | P. 46  
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**ECONOMIC DEVELOPMENT - COMPREHENSIVE SERVICE PROVIDERS**

*These county-wide agencies have ability to coordinate and access multiple agencies contained in this Directory that can address the particular needs of a company. Can provide technical and/or financial assistance.*

**Buffalo Niagara Enterprise (BNE)**

Tel: 716-842-1330, ext. 452 | <http://www.buffaloniagara.org>  
665 Main Street, Suite 200 | Buffalo, NY 14203  
Thomas A. Kucharski, President & CEO, Page 13

**Empire State Development Corporation (ESD)**

Tel: 716-846-8200 | <http://www.esd.ny.gov>  
95 Perry Street, Suite 500 | Buffalo, NY 14203  
Christina Orsi, Regional Director, Page 15

**Erie County Gov. - Dept. of Environment and Planning**

Tel: 716-858-8390 | <http://www.erie.gov/environment>  
Edward A. Rath County Office Building |  
95 Franklin Street, Room 1053 | Buffalo, NY 14202  
Maria Whyte, Commissioner | Page 16

**Erie County Industrial Development Agency (ECIDA)**

Tel: 716-856-6525 | <http://www.ecidany.com>  
143 Genesee Street | Buffalo, NY 14203  
Steve Weathers, Chief Operating Officer | Page 17

**ECONOMIC DEVELOPMENT - INDUSTRIAL DEVELOPMENT AGENCIES**

*Authorizes industrial revenue bonds for eligible industrial and commercial projects. Provides financial and technical assistance.*

**Amherst Industrial Development Agency (AIDA)**

Tel: 716-688-9000 | <http://www.amherstida.com>  
4287 Main Street | Amherst, NY 14226  
James J. Allen, Executive Director | Page 12

**Clarence Industrial Development Agency**

Tel: 716-741-0149  
1 Town Place | Clarence, NY 14031  
David Hartzell, Chairman | Page 14

**Concord Industrial Development Agency**

Tel: 716-592-3321  
PO Box 368, 86 Franklin St. | Springville, NY 14141  
Gary Eppolito, Chairman | Page 15

**Erie County Industrial Development Agency (ECIDA)**

Tel: 716-856-6525 | <http://www.ecidany.com>  
143 Genesee Street | Buffalo, NY 14203  
Steve Weathers, Chief Operating Officer | Page 17

**Hamburg Industrial Development Agency (HIDA)**

Tel: 716-648-4145 | <http://www.townofhamburgny.com/hida.html>  
6100 South Park Ave. | Hamburg, NY 14075  
Michael Bartlett, Executive Director | Page 18

**Lancaster Industrial Development Agency (LIDA)**

Tel: 716-683-1610 | <http://www.lancasternyida.com>  
21 Central Avenue | Lancaster, NY 14086  
Dino Fudoli, Chairman | Page 19

**ECONOMIC DEVELOPMENT - OTHER AGENCIES**

*Provides financial and/or technical assistance.*

**Eden Economic Development, Town of**

Tel: 716-992-3408  
2795 E. Church Street | Eden, NY 14057  
Ed Krycia, Chairman, Economic Advisory Committee | Page 15

**Evans Community Development, Town of**

Tel: 716-549-3915  
8787 Erie Road | Angola, NY 14006  
Lori A. Szewczyk, Director of Community Dev. | Page 17

**Lackawanna Community Development Corp. (LCDC)**

Tel: 716-823-5124 | <http://www.lackawannany.com>  
640 Ridge Road | Lackawanna, NY 14218  
Page 18

**Lancaster Village Partnership – Development Corp.**

Tel: 716-601-1098 | <http://www.lancastervillage.org/partnership.htm>  
Municipal Building, 5423 Broadway | Lancaster, NY 14086  
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**New York Business Development Corp. (NYBDC)**

Tel: 716-626-3423 | <http://www.nybdc.com>  
300 International Drive, Suite 126 | Williamsville, NY 14221  
Michael A. Taylor, Senior Vice President | Page 19

**New York State (NYS) Dept. of Transportation (DOT)**

Tel: 716-847-3238 | <http://www.dot.state.ny.us>  
100 Seneca Street | Buffalo, NY 14203  
Darrell F. Kaminski, Acting Regional Director | Page 20

**Office of Urban Initiatives, Inc. (OUI)**

Tel: 716-829-2133  
State Univ. at NY | 3435 Main St., 201 Hayes Hall | Buffalo, NY 14214  
Dr. Henry Louis Taylor, Jr., President | Page 21

**Orchard Park Economic Development Committee**

Tel: 716-662-0236 | <http://www.orchardparkny.org/town/committees/business>  
3623 Eggert Road | Orchard Park, NY 14127  
John C. Bailey, Esq., Chairman | Page 21

**Tonawanda Development Corporation, Town of (TTDC)**

Tel: 716-871-8072 | <http://www.tonawanda.com>  
169 Sheridan Parkside Drive | Tonawanda, NY 14150  
Robert L. Dimmig, Executive Director | Page 22

**U.S. Small Business Administration (SBA)**

Tel: 716-551-4301 | <http://www.sba.gov/localresources/district/ny/>  
130 South Elmwood Avenue, Suite 540 | Buffalo, NY 14202  
Franklin J. Sciortino, District Director | Page 22

**UB The Center for Industrial Effectiveness (TCIE)**

Tel: 716-645-8800, x23 | <http://www.tcie.buffalo.edu>  
1576 Sweet Home Road, Suite 212 | Amherst, NY 14228  
Tim Leyh, Director of Business Development | Page 24

**EMPIRE ZONES**

**Empire State Development Corporation (ESD)**

Tel: 716-846-8200 | <http://www.empire.state.ny.us>  
95 Perry Street, Suite 500 | Buffalo, NY 14203  
Christina Orsi, Regional Director, Page 15

**Lackawanna Community Development Corp. (LCDC)**

Tel: 716-823-5124 | <http://www.lackawannany.com>  
640 Ridge Road | Lackawanna, NY 14218  
Page 18

**Tonawanda Development Corporation, Town of (TTDC)**

Tel: 716-871-8072 | <http://www.tonawanda.com>  
169 Sheridan Parkside Drive | Tonawanda, NY 14150  
Robert L. Dimmig, Executive Director | Page 22

**EDUCATION AND TRAINING RESOURCE**

*Also See Workforce Development Resources – Page 11*

**Canisius College Center for Professional Development**

Tel: 716-888-8490 | <http://www.canisius.edu/cpd>  
Canisius Ctr. at Amherst, 300 Corporate Pkwy. | Amherst, NY 14226  
Maureen Millane-Rusk, Assoc. Dean - External Bus. Programs | P. 14  
\*Also see Canisius College Women's Business Center on Page 14

**Chambers of Commerce**

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**Empire State Development Corporation (ESD)**

Tel: 716-846-8200 | <http://www.empire.state.ny.us>  
95 Perry Street, Suite 500 | Buffalo, NY 14203  
Christina Orsi, Regional Director, Page 15

**EC Gov. - Buffalo and Erie County Public Library (B&ECPL)**

Tel: 716-858-8900 | <http://www.buffalolib.org>  
1 Lafayette Square | Buffalo, NY 14203  
Mary Jean Jakubowski, Director | Pg. 15

**Erie County Industrial Development Agency (ECIDA)**

Tel: 716-856-6525 | <http://www.ecidany.com>  
143 Genesee Street | Buffalo, NY 14203  
Steve Weathers, Chief Operating Officer | Page 17

**Office of Urban Initiatives, Inc. (OUI)**

Tel: 716-829-2133  
State Univ. at NY | 3435 Main St., 201 Hayes Hall | Buffalo, NY 14214  
Dr. Henry Louis Taylor, Jr., President | Page 21

**SCORE**

Tel: 716-551-4301 | <http://buffaloniagara.score.org>  
130 South Elmwood Avenue | Suite 540 | Buffalo, NY 14202 | P. 21

**Small Business Development Center (SBDC)**

Tel: 716-878-4030 | <http://www.nys-sbdc.suny.edu>  
Buffalo State College, Cleveland Hall 206 |  
1300 Elmwood Avenue | Buffalo, NY 14222  
Susan McCartney, Director | Page 21

**U.S. Small Business Administration (SBA)**

Tel: 716-551-4301 | <http://www.sba.gov/regions/states/ny/buff.html>  
130 South Elmwood Avenue, Suite 540 | Buffalo, NY 14202  
Franklin Sciortino, District Director | Page 22

**UB Center for Entrepreneurial Leadership (CEL)**

Tel: 716-885-5715 | <http://www.mgt.buffalo.edu/cel>  
Tom Ulbrich, Executive Director | Page 23

**UB Regional Institute**

Tel: 716-878-2440 | <http://www.regional-institute.buffalo.edu>  
Beck Hall | 77 Goodell Street, Suite 302 | Buffalo, NY 14203  
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**UB Office of Science, Technology Transfer and Economic Outreach (STOR)**

Tel: 716-645-5500 | <http://www.stor.buffalo.edu>  
1576 Sweet Home Road | Amherst, NY 14228  
Dr. Robert J. Genco, D.D.S. & Ph.D., Vice Provost & Dir. | P. 23

**ENGINEERING ASSISTANCE**

**UB Engineering Student Employment Program**

Tel: 716-645-2771, x1101 | <http://www.eng-intern.buffalo.edu>  
412 Bonner Hall | UB North Campus | Buffalo, NY 14260  
Harvey G. Stenger Jr., PE, Dean and Professor | Page 23

**UB The Center for Industrial Effectiveness (TCIE)**

Tel: 716-645-8800, x23 | <http://www.tcie.buffalo.edu>  
1576 Sweet Home Road, Suite 212 | Amherst, NY 14228  
Tim Leyh, Director of Business Development | Page 24

**ENVIRONMENTAL RESOURCES**

**Empire State Development Corporation (ESD)**

Tel: 716-846-8200 | <http://www.empire.state.ny.us>  
95 Perry Street, Suite 500 | Buffalo, NY 14203  
Christina Orsi, Regional Director, Page 15

**Erie County Gov. - Dept. of Environment and Planning  
Division of Environmental Compliance**

Tel: 716-858-6370 | <http://www.erie.gov/environment>  
Edward A. Rath County Office Building  
95 Franklin Street, Room 1053 | Buffalo, NY 14202  
Thomas R. Hersey, Deputy Commissioner | P. 16

**Erie County Industrial Development Agency (ECIDA)**

Tel: 716-856-6525 | <http://www.ecidany.com>  
143 Genesee Street | Buffalo, NY 14203  
Steve Weathers, Chief Operating Officer | Page 17

**NYS Dept. of Environmental Conservation (DEC)**

Tel: 716-851-7200 | <http://www.dec.state.ny.us>  
270 Michigan Avenue | Buffalo, NY 14203  
Abby M. Snyder, Regional Director | Page 20

**U.S. Army Corps of Engineers**

Tel: 716-879-4104 | <http://www.lrb.usace.army.mil>  
1776 Niagara Street | Buffalo, NY 14207  
LTC Stephen H. Bales, District Commander | Page 22



≡ **SUBJECT INDEX**

**EXPORT - CULTURAL INFORMATION, INTERPRETING AND/OR TRANSLATION RESOURCES**

**International Institute of Buffalo New York, Inc.**

Tel: 716-883-1900 | <http://www.iibuff.org>  
864 Delaware Avenue | Buffalo, NY 14209  
Eva Hassett, Executive Director | Page 18

**UB World Languages Program**

Tel: 716-645-2177 | [http://linguistics.buffalo.edu/language\\_programs](http://linguistics.buffalo.edu/language_programs)  
University at Buffalo | 609 Baldy Hall | Buffalo, NY 14260  
David Fertig, Director | Page 23

**EXPORT - FINANCE AND/OR INFORMATIONAL RESOURCES**

**Buffalo & Fort Erie Public Bridge Authority**

Tel: 716-884-6744, x226 | <http://www.peacebridge.com>  
One Peace Bridge Plaza | Buffalo, NY 14213  
Ron Rienas, General Manager | Page 12

**Small Business Development Center (SBDC)**

Tel: 716-878-4030 | <http://www.nys-sbdc.suny.edu>  
Buffalo State College, Cleveland Hall 206  
1300 Elmwood Avenue | Buffalo, NY 14222  
Susan McCartney, Director | Page 21

**Buffalo World Trade Association**

Tel: 716-685-1781  
PO Box 130 | Lancaster, NY 14086  
Barbara Saieva, President | Page 14

**U.S. Citizenship and Immigration Services**

Tel: 716-551-4741, x3900 | <http://uscis.gov>  
130 Delaware Avenue | Buffalo, NY 14202  
M. Frances Holmes, District Director | Page 22

**Canadian Consulate General**

Tel: 716-858-9500 | <http://www.buffalo.gc.ca>  
3000 HSBC Center | Buffalo, NY 14203-2884  
Marta Moszczenska, Consul General | Page 14

**U.S. Customs and Border Protection**

Tel: 716-626-0400 | <http://www.cbp.gov>  
4455 Genesee Street | Buffalo, NY 14225  
James Engleman, Director of Field Operations | Page 22

**Empire State Development Corporation (ESD)**

Tel: 716-846-8200 | <http://www.empire.state.ny.us>  
95 Perry Street, Suite 500 | Buffalo, NY 14203  
Christina Orsi, Regional Director, Page 15

**U.S. Department of Commerce**

Tel: 716-551-4191 | <http://www.buyusa.gov/buffalo>  
130 South Elmwood Avenue, Suite 530 | Buffalo, NY 14202  
James Mariano, Director | Page 22

**EC Gov. - Buffalo and Erie County Public Library (B&ECPL)**

Tel: 716-858-8900 | <http://www.buffalolib.org>  
1 Lafayette Square | Buffalo, NY 14203  
Mary Jean Jakubowski, Director | Pg. 15

**U.S. Small Business Administration (SBA)**

Tel: 716-551-4301 | <http://www.sba.gov/regions/states/ny/buff.html>  
130 South Elmwood Avenue, Suite 540 | Buffalo, NY 14202  
Franklin Sciortino, District Director | Page 22

**Erie County Industrial Development Agency (ECIDA)**

Tel: 716-856-6525 | <http://www.ecidany.com>  
143 Genesee Street | Buffalo, NY 14203  
Steve Weathers, Chief Operating Officer  
Maryann Stein, Director of International Programs | Page 17

**World Trade Center Buffalo Niagara (WTCBN)**

Tel: 716-852-7160 | <http://www.wtcbn.org>  
725 Main Street | Buffalo, NY 14203  
Chris Johnston, President | Page 25

**FOREIGN TRADE ZONES (FTZ)**

**Erie County Gov. - Dept. of Environment and Planning  
Division Economic Development**

Tel: 716-858-6370 | <http://www.erie.gov/environment>  
Edward A. Rath County Office Building |  
95 Franklin Street | Buffalo, NY 14202  
Daniel D. Barry, Dep. Com. of Economic Development  
Kenneth J. Swaneckamp, Dir. of Business Assistance | Page 16

**U.S. Customs and Border Protection**

Tel: 716-626-0400 | <http://www.cbp.gov>  
4455 Genesee Street | Buffalo, NY 14225  
James Engleman, Director of Field Operations | Page 22

**Erie County Industrial Development Agency (ECIDA)**

Tel: 716-856-6525 | <http://www.ecidany.com>  
143 Genesee Street | Buffalo, NY 14203  
Steve Weathers, Chief Operating Officer  
Maryann Stein, Director of International Programs | Page 17

**WNY Foreign Trade Zones Operators, Inc.**

Tel: 716-823-2142 | <http://www.wnyftz.com>  
10 North Gates Avenue | Lackawanna, NY 14218  
Timothy J. Palisano, Vice President | Page 24

**GOVERNMENT ASSISTANCE - COUNTY**

**Government – Local Elected Officials**

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Department of Environment & Planning | Division of Equal Employment Opportunity*

**Government – Quick Reference Index**

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**GOVERNMENT ASSISTANCE - STATE**

**Empire State Development Corporation (ESD)**

Tel: 716-846-8200 | <http://www.empire.state.ny.us>  
95 Perry Street, Suite 500 | Buffalo, NY 14203  
Christina Orsi, Regional Director, Page 15

**Government - State**

New York State (NYS) Governor – See Page 36  
New York State Legislature - See Pages 37-39

**Governor's Office of Regulatory Reform (GORR)**

Tel: 518-486-3292 | <http://www.gorr.state.ny.us>  
Agency Bldg. 1 – 4<sup>th</sup> Floor | Empire State Plaza, PO Box 2107 |  
Albany, NY 12220-0107  
Robert Hermann, Director | Page 17

**NYS Dept. of Environmental Conservation (DEC)**

Tel: 716-851-7200 | <http://www.dec.state.ny.us>  
270 Michigan Avenue | Buffalo, NY 14203  
Abby M. Snyder, Regional Director | Page 20

**New York State Department of Labor (DOL)**

Tel: 716-851-2750 | <http://www.labor.state.ny.us>  
290 Main Street | Buffalo, NY 14202  
Carolyn Bright, Business Service Rep. | 716-851-2753  
John Slenker, Regional Economist | 716-851-2742 | Page 20

**New York State Department of Transportation (DOT)**

Tel: 716-847-3238 | <http://www.dot.state.ny.us>  
100 Seneca Street | Buffalo, NY 14203  
Darrell F. Kaminski, Acting Regional Director | Page 20

**NYS Energy Research & Development Authority (NYSERDA)**

Tel: 716-842-1522, | <http://www.nyserda.org/>  
726 Exchange Street, Suite 821 | Buffalo, New York 14203  
Kelly Tyler, Senior Project Manager – Econ. Development | P. 20

**GOVERNMENT ASSISTANCE - FEDERAL**

**Government - Federal**

United States Congress, Page 40-41

**United States (U.S.) Army Corps of Engineers**

Tel: 716-879-4104 | <http://www.lrb.usace.army.mil>  
1776 Niagara Street | Buffalo, NY 14207  
LTC Stephen H. Bales, District Commander | Page 22

**U.S. Citizenship and Immigration Services**

716-551-4741, x3900 | <http://uscis.gov>  
130 Delaware Avenue | Buffalo, NY 14202  
M. Frances Holmes, District Director | Page 22

**U.S. Customs and Border Protection**

Tel: 716-626-0400 | <http://www.cbp.gov>  
4455 Genesee Street | Buffalo, NY 14225  
James Engleman, Director of Field Operations | Page 22

**U.S. Department of Commerce**

Tel: 716-551-4191 | <http://buyusa.gov/buffalo>  
130 South Elmwood Avenue, Suite 530 | Buffalo, NY 14202  
James Mariano, Director | Page 22

**U.S. Small Business Administration (SBA)**

Tel: 716-551-4301 | <http://www.sba.gov/regions/states/ny/buff.html>  
130 South Elmwood Avenue, Suite 540 | Buffalo, NY 14202  
Franklin Sciortino, District Director | Page 22

**INDUSTRY ASSOCIATIONS, LOBBYING AND NETWORKING GROUPS**

*Offers networking opportunities for businesses to learn from other businesses in areas of exporting, government, manufacturing, real estate and technology.*

**Association of Erie County Governments (AECG)**

Tel: 716-941-3647  
9771 Partridge Road | Colden, NY 14033  
Marilyn Calhoun-Allen, Executive Director | Page 12

**Buffalo Niagara Manufacturing Alliance (BNMA)**

Tel: 716-870-7084 | <http://www.bnmalliance.com>  
169 Bullis Road | Cowlesville, NY 14037  
Chris Sansone, President | Page 13

**Buffalo World Trade Association**

Tel: 716-685-1781  
PO Box 130 | Lancaster, NY 14086  
Barbara Saieva, President | Page 14

**Business Council of New York State, Inc.**

Tel: 518-465-7511 | <http://www.bcnys.org>  
152 Washington Avenue | Albany, NY 12210  
Heather Bricetti, President – CEO | Page 14

**Chambers of Commerce**

See Pages 26-27

**Greater Buffalo Building Owners & Mgrs. Assoc. (BOMA)**

Tel: 716-856-3801 | <http://www.bomabuffalo.com>  
465 Main Street, Suite 130 | Buffalo, NY 14203  
Jennifer Aiple, Executive Director | Page 17

**World Trade Center Buffalo Niagara (WTCBN)**

Tel: 716-852-7160 | <http://www.wtcbn.org>  
725 Main Street | Buffalo, NY 14203  
Chris Johnston, President | Page 25

» **SUBJECT INDEX**

**MINORITY / WOMEN BUSINESS ASSISTANCE**

**Canisius College Women's Business Center**

Tel: 716-888-8280 | <http://www.canisius.edu/wbc>  
2365 Main Street | Buffalo, New York 14214  
Melinda Rath Sanderson, Executive Director | P. 14  
\*Also see Canisius College Center for Professional Development on Page 14

**Empire State Development Corporation (ESD)**

Tel: 716-846-8200 | <http://www.empire.state.ny.us>  
95 Perry Street, Suite 500 | Buffalo, NY 14203  
Christina Orsi, Regional Director, Page 15

**EC Gov. - Div. of Equal Employment Opportunity (EEO)**

Tel: 716-858-7542 | <http://www.erie.gov/depts/eeo>  
Edward A. Rath County Office Building  
95 Franklin Street, Room 1652 | Buffalo, NY 14202  
William Lobbins, Director | Page 16

**Erie County Industrial Development Agency (ECIDA)**

Tel: 716-856-6525 | <http://www.ecidany.com>  
143 Genesee Street | Buffalo, NY 14203  
Steve Weathers, Chief Operating Officer | Page 17

**New York Business Development Corp. (NYBDC)**

Tel: 716-626-3423 | <http://www.nybdc.com>  
300 International Drive, Suite 126 | Williamsville, NY 14221  
Michael A. Taylor, Senior Vice President | Page 19

**Office of Urban Initiatives, Inc. (OUI)**

Tel: 716-829-2133 ext. 212  
State University at NY  
3435 Main Street, 201 Hayes Hall | Buffalo, NY 14214  
Dr. Henry Louis Taylor, Jr., President | Page 20

**Small Business Development Center (SBDC)**

Tel: 716-878-4030 | <http://www.nys-sbdc.suny.edu>  
Buffalo State College, Cleveland Hall, 206  
1300 Elmwood Avenue | Buffalo, NY 14222  
Susan McCartney, Director | Page 21

**U.S. Small Business Administration (SBA)**

Tel: 716-551-4301 | <http://www.sba.gov/regions/states/ny/buff.html>  
130 South Elmwood Avenue, Suite 540 | Buffalo, NY 14202  
Franklin J. Sciortino, District Director | Page 22

**Upstate New York Regional Minority Purchasing Council, Inc. (UNYRMPC)**

Tel: 716-541-1734 | <http://www.unyrmpci.org>  
665 Main Street, Suite 200 | Buffalo, NY 14207  
Linda Terrell, President/CEO | Page 24

**PLANNING AND ZONING INFORMATION**

**Buffalo Niagara Enterprise (BNE)**

Tel: 716-842-1724 | <http://www.buffaloniagara.org>  
665 Main Street, Suite 200 | Buffalo, NY 14203  
Thomas A. Kucharski, President & CEO, Page 13

**Erie County Gov. - Dept. of Environment and Planning  
Division of Planning and Economic Development**

Tel: 716-858-8390 | <http://www.erie.gov/environment>  
Edward A. Rath County Office Building |  
95 Franklin Street, Room 1053 | Buffalo, NY 14202  
Thomas J. Dearing, Deputy Comm. | P. 15

**Greater Buffalo-Niagara Regional Transportation Council (GBNRTC)**

Tel: 716-856-2026 | <http://www.gbnrtc.org>  
438 Main Street, Suite 503 | Buffalo, NY 14202  
Hal Morse, PMP, Executive Director | Page 18

**United States (U.S.) Army Corps of Engineers**

Tel: 716-879-4104 | <http://www.lrb.usace.army.mil>  
1776 Niagara Street | Buffalo, NY 14207  
LTC Stephen H. Bales, District Commander | Page 22

**UB Regional Institute**

Tel: 716-878-2440 | <http://www.regional-institute.buffalo.edu>  
University at Buffalo | UB Downtown Gateway  
77 Goodell Street, Suite 302 | Buffalo, NY 14203  
Page 23

**UB National Center for Geographic Information and Analysis (NCGIA)**

Tel: 716-645-2545 | <http://www.geog.buffalo.edu/ncgia>  
University at Buffalo  
Wilkeson Quad Room 301 | Buffalo, NY 14261  
Dr. David M. Mark, Director of NCGIA | Page 23

**SMALL BUSINESS/START-UP - TECHNICAL BUSINESS ASSISTANCE**

See Small Business Reference Section on Page 45 for listing of agencies and helpful information.

**TOURISM RELATED**

**Buffalo Convention Center (BCC)**

Tel: 716-855-5555 | <http://www.buffaloconvention.com>  
One Convention Center Plaza | Buffalo, NY 14202  
Paul Murphy, Facility Director | Page 12

**Buffalo Niagara Convention and Visitors Bureau (CVB)**

Tel: 716-852-0511 | <http://www.visitbuffaloniagara.com>  
617 Main Street, Suite 200 | Buffalo, NY 14203-1496  
Patrick Kaler, President - CEO | Page 12

**Buffalo Place, Inc.**

Tel: 716-856-3150 | <http://www.buffaloplace.com>  
671 Main Street | Buffalo, NY 14203  
Michael T. Schmand, Executive Director | Page 13

**International Agri-Center**

Tel: 716-648-9733 | <http://www.hamburgfairgrounds.com>  
Hamburg Fairgrounds | 5600 McKinley Pkwy | Hamburg, NY 14075  
Dennis Lang, Manager | Page 18

**WNY Events Centre**

Tel: 716-759-6300 | <http://www.eventcentre.net>  
11163 Main Street | Clarence, NY 14031  
Nick Karnavas, General Manager | Page 24

**TRANSPORTATION RELATED**

**Buffalo & Fort Erie Public Bridge Authority**

Tel: 716-884-6744, x226 | <http://www.peacebridge.com>  
One Peace Bridge Plaza | Buffalo, NY 14213  
Ron Rienas, General Manager | Page 12

**Greater Buffalo-Niagara Regional Transportation Council (GBNRTC)**

Tel: 716-856-2026 | <http://www.gbnrtc.org>  
438 Main Street, Suite 503 | Buffalo, NY 14202  
Hal Morse, PMP, Executive Director | Page 18

**New York State Department of Transportation (DOT)**

Tel: 716-847-3238 | <http://www.dot.state.ny.us>  
100 Seneca Street | Buffalo, NY 14203  
Darrell F. Kaminski, Acting Regional Director | Page 20

**Niagara Frontier Transportation Authority (NFTA)**

Tel: 716-855-7300 | <http://www.nfta.com>  
181 Ellicott Street | Buffalo, NY 14203  
Lawrence M. Meckler, Executive Director | Page 21

**UTILITIES - ENERGY, SEWER, & WATER**

**Erie County Gov. - Dept. of Environment and Planning Division of Sewerage Mgmt.**

Tel: 716-858-8383 | <http://www.erie.gov/environment/index>  
Edward A. Rath County Office Building  
95 Franklin Street, Room 1053 | Buffalo, NY 14202  
Joseph L. Fiegl, P.E., Dep. Com. for Sewerage Mgmt. | Page 16

**Erie County Water Authority (ECWA)**

Tel: 716-849-8484 | <http://www.ecwa.org/index.htm>  
350 Ellicott Square Building | 295 Main Street | Buffalo, NY 14203  
Robert F. Gaylord, Executive Director | Page 17

**National Fuel**

Tel: 716-686-6123 | <http://www.natfionalfuelgas.com>  
6363 Main Street | Williamsville, NY 14221 | Page 19

**New York State Electric & Gas Corporation (NYSEG)**

Tel: 607-762-4022 | <http://www.nyseg.com/>  
P.O. Box 5224 | 18 Link Drive | Binghamton, NY 13902  
Paul Huonker, Regional Mgr. Econ. Dev. | P. 20

**NYS Energy Research & Development Authority (NYSERDA)**

Tel: 716-842-1522 | <http://www.nyserda.org/>  
726 Exchange Street, Suite 821 | Buffalo, New York 14203  
Kelly Tyler, Senior Project Manager – Econ. Dev. | Page 20

**WORKFORCE DEVELOPMENT RESOURCES**

**Empire State Development Corporation (ESD)**

Tel: 716-846-8200 | <http://www.empire.state.ny.us>  
95 Perry Street, Suite 500 | Buffalo, NY 14203  
Christina Orsi, Regional Director, Page 15

**New York State Department of Labor (DOL)**

Tel: 716-851-2750 | <http://www.labor.state.ny.us>  
290 Main Street | Buffalo, NY 14202  
Carolyn Bright, Business Service Rep. | Page 20

**UB The Center for Industrial Effectiveness (TCIE)**

Tel: 716-645-8800 | <http://www.tcie.buffalo.edu>  
1576 Sweet Home Road, Suite 212 | Amherst, NY 14228  
Tim Leyh, Director of Business Development | Page 24

**Workforce Development Consortium, Inc. - Buffalo and Erie County (WDC) Business Services Department**

Tel: 716-819-9845 | <http://www.wdcinc.org/Business/default.asp>  
726 Exchange Street, Suite 630 | Buffalo, New York 14210  
Timothy Doolittle, Administrative Director | Page 25

**Job Seeker Services - One Stop Career Centers**

**Buffalo Employment and Training Center (BETC)**

Tel: 716-856-5627 | <http://www.workforcebuffalo.org/>  
77 Goodell Street | Buffalo, NY 14203 | Page 25

**ECC Employment and Training Center**

Tel: 716-825-2525 | <http://www.ecconestop.org/>  
3176 Abbott Road | Orchard Park, NY 14127 | Page 25

**Workforce Investment Board, Inc., Buffalo and Erie County (WIB)**

Tel: 716-504-1480 | <http://www.becwib.org>  
726 Exchange Street, Suite 632 | Buffalo, New York 14210  
James Finamore, Executive Director | Page 25

**VENTURE CAPITAL RESOURCES**

**Erie County Industrial Development Agency (ECIDA)**

Tel: 716-856-6525 | <http://www.ecidany.com>  
143 Genesee Street | Buffalo, NY 14203  
Steve Weathers, Chief Operating Officer | Page 17

**WNY Business Development Fund**

Tel: 716-636-3626  
726 Exchange Street, Suite 620 | Buffalo, New York 14210  
Jack McGowan, Professional Business Advisor | Page 24

**WNY Venture Association**

Tel: 716-636-3626 | <http://www.wnyventure.com>  
726 Exchange Street, Suite 620 | Buffalo, New York 14210 | Page 25

» **AGENCY DESCRIPTIONS**

**Amherst Industrial Development Agency (AIDA)**

<http://www.amherstida.com>

4287 Main Street  
Amherst, NY 14226

James J. Allen, Executive Director  
David S. Mingoia, Deputy Director  
Laure A. Manuszewski, Director of Administrative Services

Telephone: 716-688-9000  
Fax: 716-688-0205  
E-mail: [jallen@amherstida.com](mailto:jallen@amherstida.com)  
[dmingoia@amherstida.com](mailto:dmingoia@amherstida.com)  
[laure@amherstida.com](mailto:laure@amherstida.com)

*Authorizes industrial revenue bonds for eligible industrial and commercial projects in the Town of Amherst.*

**Association of Erie County Governments (AECG)**

9771 Partridge Rd.  
Colden, NY 14033

Marilyn Calhoun-Allen, Executive Director  
Telephone: 716-941-3647  
Email: [assocofecgov@roadrunner.com](mailto:assocofecgov@roadrunner.com)  
*Networking group of local elected officials for Erie County.*

**Buffalo & Fort Erie Public Bridge Authority**

<http://www.peacebridge.com>

1 Peace Bridge Plaza  
Buffalo, NY 14213

Ron Rienas, General Manager  
Telephone: 716-884-6744  
Fax: 716-884-2089  
Email: [rr@peacebridge.com](mailto:rr@peacebridge.com)  
*Serves as an integral link between the U.S. and Canada for the import/export of commercial goods and raw materials*

**Buffalo Convention Center (BCC)**

<http://www.buffaloconvention.com>

Convention Center Plaza  
Buffalo, NY 14202

Paul Murphy, Facility Director  
Telephone: 716-855-5555 or 1-800-995-7570  
Fax: 716-855-3158  
E-mail: [info@buffaloconvention.com](mailto:info@buffaloconvention.com)  
*Versatile site for conventions and trade shows. Has 64,410-sq. ft. of exhibit space.*

**Buffalo Niagara Convention and Visitors Bureau (CVB)**

<http://www.visitbuffaloniagara.com>

617 Main Street, Suite 200  
Buffalo, NY 14203

Patrick Kaler, President and CEO  
Michael Even, Vice President of Sales and Services  
Edward J. Healy, Vice President of Marketing  
Leah Mueller, Director of Tourism Sales  
Telephone: 716-852-0511 or 1-800-283-3256  
Fax: 716-852-0131  
E-mail: [info@visitbuffaloniagara.org](mailto:info@visitbuffaloniagara.org)

*Contact for tourist related material, and for assistance in booking conventions. Annually publishes Buffalo and Erie County Visitors Guide which provides information on both local and regional attractions, architecture, events and festivals, sports and recreation, and local accommodations (including maps of Downtown Buffalo and Erie County).*

**Buffalo Niagara Enterprise (BNE)**

<http://www.buffaloniagara.org>

665 Main Street  
Buffalo, NY 14203

Thomas A. Kucharski, President & CEO  
Telephone: 716-842-1330, ext. 452, or 1-800-916-9073  
Fax: 716-842-1724  
Email: [tkucharski@buffaloniagara.org](mailto:tkucharski@buffaloniagara.org)  
[info@buffaloniagara.org](mailto:info@buffaloniagara.org)

*BNE is a private/public regional economic development marketing initiative providing business attraction and information services to businesses seeking to expand or relocate to Western New York. Its mission is to be the driving force in marketing the Buffalo Niagara region by establishing our community as a world-recognized place to expand and attract capital investment and quality jobs. The BNE provides 24-hour turnaround on to inquiries regarding everything from site and workforce availability, to tax incentives and permitting processes, to cultural and quality of life issues.*

**DID YOU KNOW**

BNE's web site is an asset for employers and site selectors.

The site hosts - [BuffaloNiagaraJobs.com](http://BuffaloNiagaraJobs.com); a site that connects employers with available, productive people.

The site hosts an array of demographic information, and –

BNE has teamed up with Empire State Development to host an on-line database system to market available sites and buildings in the Buffalo Niagara region.

**AGENCY DESCRIPTIONS**

**Buffalo Niagara Manufacturing Alliance (BNMA)**

<http://www.bnmalliance.com>

169 Bullis Road  
Cowlesville, NY 14037

Chris Sansone, President

Telephone: 716-870-7084

Email: [chriss@bnmalliance.com](mailto:chriss@bnmalliance.com)

*The Buffalo Niagara Manufacturing Alliance (BNMA) is the largest non-profit organization representing manufacturers in the Buffalo Niagara region. Its mission is to help members achieve business success in a global economy through advocacy, advice, networking, information, programs, and services.*

**Buffalo Niagara Partnership**

<http://www.thepartnership.org>

665 Main Street Suite 200  
Buffalo, NY 14203

Dottie Gallagher-Cohen, President & CEO

Telephone: 716-852-7100

Fax: 716-852-2761

Email: [dgc@thepartnership.org](mailto:dgc@thepartnership.org)

*This is the region's largest business organization with over 3,200 members. The partnership is engaged in business advocacy, business development and business services for the benefit of its members. It publishes the Buffalo Niagara Partnership's Membership Directory and Destination Buffalo Niagara.*

**Buffalo Place, Inc.**

<http://www.buffaloplace.com>

671 Main Street  
Buffalo, NY 14203

Michael T. Schmand, Executive Director

Peggy Beardsley, Associate Director

Telephone: 716-856-3150

Fax: 716-852-8490

E-mail: [mschmand@buffaloplace.com](mailto:mschmand@buffaloplace.com)  
[pbeardsley@buffaloplace.com](mailto:pbeardsley@buffaloplace.com)

*A not-for-profit organization dedicated to improving the economic health and quality of life in the downtown business district. Actively promotes the downtown business district.*

**Buffalo Urban Development Corporation (BUDC)**

<http://www.ecidany.com/budc-home>

143 Genesee Street  
Buffalo, NY 14203

Peter M. Cammarata, President – ext. 130

David A. Stebbins, Vice President – ext. 114

Telephone: 716-856-6525

Fax: 716-856-6754

*BUCD serves to create a dynamic and responsive project development process and team, capable of meeting the special needs and challenges associated with urban and high impact project area development.*

**Buffalo Urban Renewal Agency (BURA)**

**Housing Office**

920 City Hall  
Buffalo, NY 14202

Telephone: 716-851-5035

Fax: 716-854-0172

**Real Estate Office**

901 City Hall  
Buffalo, NY 14202

John Hannon, Director

Telephone: 716-851-5275

Fax: 716-851-5590

Email: [jhannon@city-buffalo.com](mailto:jhannon@city-buffalo.com)

*The Buffalo Urban Renewal Agency (BURA) is a public benefit corporation that was formed by an act of New York State Legislature in 1966. Its corporate purpose includes the general planning and operation of various urban renewal programs designed to prevent or eliminate blight and deterioration in the City of Buffalo.*

**Buffalo World Trade Association**

<http://www.bwta.us>

PO Box 130  
Lancaster, NY 14086

Barbara Saieva, President

Telephone: 716-685-1781

Email: [ExecSec@bwta.us](mailto:ExecSec@bwta.us)

*A networking group to promote good will and trade between the area and the rest of the world.*

» **AGENCY DESCRIPTIONS**

**Business Council of New York State, Inc.**

<http://www.bcnys.org>

152 Washington Avenue  
Albany, NY 12210

Heather Briccetti, President and CEO – ext. 203

Telephone: 518-465-7511 or 1-800-358-1202

Fax: 518-465-4389

E-mail: [heather.briccetti@bcnys.org](mailto:heather.briccetti@bcnys.org)

*Private sector lobbying group for New York State businesses.*

**Canadian Consulate General**

<http://www.canadainternational.gc.ca/buffalo/>

3000 HSBC Center  
Buffalo, NY 14203-2884

Marta Moszczenska, Consul General

Nancy Bernard, Consul and Senior Trade Comm.

Telephone: 716-858-9500

Fax: 716-852-4340

Email: [bfalo@international.gc.ca](mailto:bfalo@international.gc.ca)

*The consulate has offices that handle tourism, immigration and public affairs. Facilitates trade from Canada into the United States.*

**Canisius College Center for Professional Development and Women's Business Center**

<http://www.canisius.edu/cpd/>

<http://www.canisius.edu/wbc/>

**Center for Professional Development**

Canisius Amherst Conference Center  
300 Corporate Pkwy.  
Amherst, NY 14226

Stephanie Q. Cattarin, Executive Director

Telephone: 716-888-8490

Fax: 716-888-8495

E-mail: [diatia@canisius.edu](mailto:diatia@canisius.edu)

*Utilizes resources for company consultation, training, research, and educational needs necessary to train an effective workforce.*

**Women's Business Center**

Canisius College - Demerly Hall  
2365 Main Street  
Buffalo, NY 14214

Melinda Rath Sanderson, Executive Director

Telephone: 716-888-8280

Fax: 716-888-8284

*Uses faculty, local entrepreneurs and professional experts to enhance the growth of new and established businesses by offering programs, workshops, and individual coaching.*

**Clarence Industrial Development Agency**

[http://www.erie.gov/clarence/depts\\_tcida.asp](http://www.erie.gov/clarence/depts_tcida.asp)

One Town Place  
Clarence, NY 14031

David Hartzell, CIDA Chairman

Telephone: 716-741-8930

Fax: 716-741-4715

Email: [dhartzell@clarence.ny.us](mailto:dhartzell@clarence.ny.us)

*Authorizes industrial revenue bonds for eligible industrial and commercial projects in the Town of Clarence.*

**Concord Industrial Development Agency**

<http://www.concordida.com>

86 Franklin Street, P.O. Box 368  
Springville, NY 14141

Gary Eppolito, Chairman

Paul R. Leon, Concord IDA Consultant

Telephone: 716-592-3321

Fax: 716-592-5030

*Authorizes industrial revenue bonds for eligible industrial and commercial projects in the Town of Concord.*

**Eden Economic Development, Town of**

<http://www.edenny.org/econ.html>

2795 E. Church Street  
Eden, NY 14057

Ed Krycia, Chairman, Economic Advisory Committee

Telephone: 716-992-3408

*Provides assistance to existing and new businesses interested in locating in the Town of Eden.*

**Empire State Development Corporation (ESD)**

<http://www.esd.ny.gov>

95 Perry Street, Suite 500  
Buffalo, NY 14203

Christina Orsi, Regional Director

Telephone: 716-846-8200

Fax: 716-846-8260

Email: [nys-westernny@esd.ny.gov](mailto:nys-westernny@esd.ny.gov)

*New York State's Economic Development Agency offers a full menu of business assistance, including financial resources and technical expertise for facility expansions, machinery and equipment purchases, site and infrastructure development, manufacturing productivity analysis, workforce training, global export market development, and recycling business investments. It has the ability to act as primary point of contact for all business and planning inquiries and needs.*

**AGENCY DESCRIPTIONS //**

**Erie Canal Harbor Development Corporation (ECHDC)**

<http://www.eriecanalharbor.com>

95 Perry Street, Suite 500  
Buffalo, NY 14203

Thomas P. Dee, President  
Sam Hoyt, Interim Chair  
Telephone: 716-846-8200  
Fax: 716-846-8262

*The ECHDC is a subsidiary agency of Empire State Development (ESD). Its vision is to revitalize Western New York's waterfront and restore economic growth to Buffalo, based on the region's legacy of pride, urban significance and natural beauty*

**VISION STATEMENT**

Erie County will be a world-class community where people want to live, businesses want to locate, and tourists want to visit

**Erie County Government  
Buffalo & Erie County Public Library (B&ECPL)**

<http://www.buffalolib.org/>

1 Lafayette Square  
Buffalo, NY 14203

Mary Jean Jakubowski, Director

Telephone: 716-858-8900  
Fax: 716-858-6211  
Email: [jakubowskim@buffalolib.org](mailto:jakubowskim@buffalolib.org)

*The Buffalo & Erie County Public Library (B&ECPL) serves as a center of information, education, culture, and entertainment for the residents of Erie County.*

**Erie County Government  
County Clerk's Office**

<http://www.erie.gov/clerk/>

92 Franklin Street  
Buffalo, NY 14202

Christopher L. Jacobs, County Clerk

Telephone: 716-858-8785  
716-858-7450 (Auto Bureau)  
Fax: 716-858-6550  
Email: [ErieCountyClerkOffice@erie.gov](mailto:ErieCountyClerkOffice@erie.gov)

*The Erie County Clerk's Office is responsible for recording, filing, and maintaining a central repository of legal documents and records. This includes property titles, land and real estate transactions, and transactions related to corporate filings, assumed names, and Supreme Court and County Court papers. The County Clerk's Office also issues driving, hunting, and fishing licenses as an agent for the State.*

**Erie County Government  
Department of Environment and Planning**

<http://www.erie.gov/environment/>

Edward A. Rath County Office Building  
95 Franklin Street, 10<sup>th</sup> Floor  
Buffalo, NY 14202

Maria R. Whyte, Commissioner  
Telephone: 716-858-8390

*The Department of Environment and Planning strives to improve the quality of life of Erie County residents by working to promote economic growth, ensure environmental quality, provide recreational amenities, support social infrastructure, attract and retain growing businesses, and by planning a community where people want to live, work, and prosper. This department provides direct services and staff assistance for physical, community, and economic development planning and implementation to County government, local governments, residents, and businesses.*

*The Department consists of the following divisions:*

**Division of Planning and Economic Development**

Thomas J. Dearing,  
Dep. Com. of Planning and Economic Development

Dale J. Morris, Director, GIS  
Kenneth J. Swanekamp, Dir. of Business Assistance  
Christopher Pawenski, Coordinator - Industrial Services  
Telephone: 716-858-8390  
Fax: 716-858-7248

*The Planning unit provides local planning assistance to municipal governments and undertakes long-range planning in specific functional areas, including farmland, environmental features, waterfront, and land use. Other important activities include a project implementation program wherein specific recommendations contained in the long-range plan are carried out through capital construction, grant writing, and project reviews.*

*Economic Development is responsible for developing strategic economic development plans and operational policies to promote the economic health of Erie County. It provides oversight and linkage with the principal economic development agencies in Erie County, including the Erie County Industrial Development Agency, and advances the business development and expansion needs of companies located in and new to Erie County. Erie County assists with the development of a robust business development program involving all economic development partners, which aggressively responds to the needs of existing businesses and works to capture new investment opportunities.*



» **AGENCY DESCRIPTIONS**

**Erie County Government  
Department of Environment and Planning (Cont.)**

**Division of Environmental Compliance Services**

Thomas R. Hersey,  
Dep. Com of Environmental Compliance Services

Bonnie Lawrence, Coor. , Pollution Prevention Prog.  
Paul B. Kranz, P.E., CSSGB, Associate Engineer  
Telephone: 716-858-6370  
Fax: 716-858-7713

*Environmental Compliance is charged with protecting the environment and our natural resources through the implementation of a variety of environmental and energy-related initiatives focused on addressing the needs of Erie County municipalities, businesses, and citizens. These programs involve achieving and maintaining environmental standards; improving the efficiency of and minimizing the impacts of waste management and energy use practices; advising on proposed environmental statutes, rules, and regulations; protecting and enhancing our Great Lakes resources; and monitoring remediation.*

**Division of Sewerage Management**

Joseph L. Fiegl, P.E., Dep. Com. Sewerage Mgmt.

James A. Carr, P.E., Asst. Dep. Com. Sewerage Mgmt.  
David Millar, P.E., Asst. Dep. Com. Sewerage Mgmt.  
Charles Katra, P.E., Asst. Dep. Com. Sewerage Mgmt.  
Telephone: 716-858-8383  
Fax: 716-858-6257

*Responsible for the planning, financing, design and construction, and subsequent operation and maintenance of the County-owned sewage facilities. The Erie County sewage system covers one-third (1/3) of developable land.*

**Erie County Government  
Division of Equal Employment Opportunity (EEO)**

<http://www.erie.gov/depts/eeo/>

Edward A. Rath County Office Building  
95 Franklin Street, Room 625  
Buffalo, NY 14202

Jesse R. Burnette, Director  
Telephone: 716-858-7542  
Fax: 716-858-8464

*The division is the ombudsman for minority and women business enterprises (M/WBE's). It assists and certifies minority and women business enterprises. The Division audits county contracts for goods, services and construction to maintain participation goals for M/WBE's. Services are provided to facilitate M/WBE access to County contracts. A Job Bank is available to assist County departments and local businesses in recruiting protected class members for employment.*

**Erie County Industrial Development  
Agency (ECIDA)**

<http://www.ecidany.com>

143 Genesee Street  
Buffalo, NY 14203

Steve Weathers, Chief Operating Officer – ext. 126  
John Cappellino, Exec. VP – ext. 118  
Grant Lesswing, Business Dev. Officer – ext. 138  
Beth O'Keefe, Business Dev. Officer – ext. 158

Telephone: 716-856-6525

Fax: 716-856-6754

E-mail: [sweathers@ecidany.com](mailto:sweathers@ecidany.com)  
[jcappell@ecidany.com](mailto:jcappell@ecidany.com)  
[glesswing@ecidany.com](mailto:glesswing@ecidany.com)  
[bokeefe@ecidany.com](mailto:bokeefe@ecidany.com)

*County-wide agency authorizes industrial revenue bonds for eligible industrial and commercial projects within county limits. Administers revolving loan fund for fixed-assets and working capital for business projects in specific county areas. Operates a public-private venture capital fund to invest in high-tech companies that have large growth potential. Works in conjunction with local area banks, and the U.S. Small Business Administration (SBA) on loan program targeted at minority, women and/or start-up business enterprises. International program has available financial products to support export trade, including EXIM Bank and SBA financing. Licensed broker in New York State for export credit insurance. Organizes 2 to 3 trade missions per year. Administers Foreign Trade Zone program for Erie County.*

**DID YOU KNOW**

ECIDA's web site has a project benefit calculator to calculate tax savings for projects. Just fill in the project size and choose any Erie County location. Click the calculate button; and the Estimator calculates the benefits. It shows the savings and the ECIDA fees. Run as many scenarios as you like.

**AGENCY DESCRIPTIONS //**

**Erie County Water Authority (ECWA)**

<http://www.ecwa.org>

Ellicott Square Building  
295 Main Street, Room 350  
Buffalo, NY 14203

Robert F. Gaylord, Executive Director

Telephone: 716-849-8444

Fax: 716-849-8467

Email: [questionscomments@ewca.org](mailto:questionscomments@ewca.org)

*Is a public benefit corporation formed in 1953 to provide potable water supplies to the residents of WNY. The Authority was created to finance, construct, operate and maintain a water supply and distribution system to benefit the residents of Erie County.*

**Evans Community Development, Town of**

<http://www.townofevans.org/departments/commdev.html>

8787 Erie Road  
Angola, NY 14006

Lori A. Szewczyk, Director of Community Dev.

Telephone: 716-549-3915

Fax: 716-549-0456

*Provides assistance to existing and new businesses interested in locating in the Town of Evans.*

**Fairgrounds Event Center**

<http://www.the-fairgrounds.com/the-fairgrounds/facilities>

Hamburg Fairgrounds  
5600 McKinley Parkway  
Hamburg, NY 14075

Dennis Lang, Manager

Telephone: 716-649-3900

Fax: 716-649-4687

Email: [amathews@ecfair.org](mailto:amathews@ecfair.org)

*Versatile site for conventions and trade shows. Has 47,500 square feet of exhibit space.*

**Governor's Office of Regulatory Reform (GORR)**

<http://www.gorr.state.ny.us>

Agency Building 1—4th Floor  
Empire State Plaza, P.O. Box 2107  
Albany, NY 12220-0107

Robert Hermann, Director

Amelia Stern, Acting Director and Counsel

Telephone: 518-486-3292

Fax: 518-473-9962

Email: [permits@gorr.state.com](mailto:permits@gorr.state.com)

*Offers permit assistance and general information regarding regulatory reform. For permit assistance only, call 1-800-342-3464; or visit online permit database listed above.*

**LOCAL PERMITS**

A person contemplating starting a business should be aware of local laws. It is important to contact the village, town or city and county clerk where the business plans to locate. Examples of local considerations are zoning, parking, sign regulations, and certain occupational licenses such as auctioneers, electricians and plumbers. It is advisable to contact your local government first.

**Greater Buffalo Building Owners & Managers Association (BOMA)**

<http://www.bomabuffalo.com>

465 Main Street, Suite 130  
Buffalo, NY 14203

Jennifer Aiple, Executive Director

Telephone: 716-856-3801

Fax: 716-843-8607

E-mail: [info@bomabuffalo.com](mailto:info@bomabuffalo.com)

*A non-profit trade association of over 110 property professionals within the commercial real estate industry. Offers Real Property Administrator (RPA) Programs. In representing its members and the business community to local and State officials, BOMA speaks as an industry-wide voice providing a more powerful and dynamic representation*

» **AGENCY DESCRIPTIONS**

**Greater Buffalo-Niagara Regional Transportation Council (GBNRTC)**

<http://www.gbnrtc.org>

438 Main Street, Suite 503  
Buffalo, NY 14202

Hal Morse, PMP, Executive Director

Telephone: 716-856-2026

Fax: 716-856-3203

E-mail: [hmorse@gbnrtc.org](mailto:hmorse@gbnrtc.org)

*Buffalo - Niagara Falls area metropolitan planning organization responsible for transportation studies, planning, and programming of federal transportation funds in Erie and Niagara Counties.*

**Hamburg - Development Corporation & Industrial Development Agency (HIDA)**

<http://www.hamburgida.com>

6100 South Park Avenue  
Hamburg, NY 14075

Michael J. Bartlett, Executive Director

Telephone: 716-648-4145

Fax: 716-648-0151

E-mail: [hamburgida@townofhamburgny.com](mailto:hamburgida@townofhamburgny.com)

*Provides small business loans, and authorizes industrial revenue bonds for eligible industrial and commercial projects in the Town of Hamburg.*

**Insyte Consulting**

<http://www.insyte-consulting.com>

76 Exchange Street, Suite 812  
Buffalo, NY 14210

Benjamin Rand, President

John Murray, Director of Sales

Telephone: 716-636-3626

Fax: 716-845-6418

E-mail: [brand@insyte-consulting.com](mailto:brand@insyte-consulting.com)  
[JMURRAY@insyte-consulting.com](mailto:JMURRAY@insyte-consulting.com)

*Is a world-class consulting company working since 1982 to "transform WNY business". Operating as a private, not-for-profit corporation, Insyte's mission is to strengthen, expand, and diversify the manufacturing and technology base in Western New York. Insyte provides strategic and operational consulting services to WNY manufacturers and technology-based businesses in areas such as lean manufacturing, strategic and marketing planning, quality systems, information technology, and new technology adoption. In addition, Insyte supports the creation and growth of new technology-based businesses through access to venture capital, business planning, and loaned executives. The sharing of "best business practices" is one of Insyte's key goals.*

**International Institute of Buffalo New York, Inc.**

<http://www.iibuff.org>

864 Delaware Avenue  
Buffalo, NY 14209

Eva Hassett, Executive Director

Telephone: 716-883-1900

Fax: 716-883-9529

E-mail: [iib@iibuff.org](mailto:iib@iibuff.org)

*The Institute serves as a dynamic international center, providing critical services to refugees and immigrants and promoting global understanding and connections in Western New York. The IIB arranges translation and interpreting services in over 60 major and rare languages for legal and government agencies, educational institutions, corporations, health & human services agencies, and individuals.*

**Lackawanna Community Development Corporation (LCDC) and Lackawanna Housing Development Corporation (LHDC)**

[http://www.lackawannachamber.com/eco\\_dev](http://www.lackawannachamber.com/eco_dev)

640 Ridge Road  
Lackawanna, NY 14218

Telephone: 716-823-5124

Fax: 716-823-5947

Email: [LDHCorp@aol.com](mailto:LDHCorp@aol.com)

*The Lackawanna Community Development Corporation (LCDC) offers tax incentives, low cost financing and technical assistance to existing businesses in the City, and to new companies interested in locating in the City of Lackawanna. The LCDC also assists existing Empire Zone companies.*

*The Lackawanna Housing Development Corporation (LHDC), a not-for-profit housing corporation, was founded in 1990 as an associated corporation of the Lackawanna Community Development Corporation (LCDC). LHDC is designed to improve the quality of life through the restoration of deteriorated housing stock, creating new housing, and encouraging residential growth for low to moderate income households in the First and Second Wards in the city of Lackawanna.*

## AGENCY DESCRIPTIONS //

**Lancaster Community Development Corporation, Village of**<http://www.lancastervillage.org>

Municipal Building  
5423 Broadway  
Lancaster, NY 14086

Telephone: 716-601-1098  
Fax: 716-684-4830

*The Village of Lancaster Community Development Corporation was created in 1996 by the Village of Lancaster as a "not for profit" organization dedicated to the revival of the downtown central business district. It offers technical assistance to existing and new businesses and/or facility owners in the Central Business District of the Village. Also plans and manages the revitalization activities in the Central Business District, and the Village's expansion of the existing industrial park. The Community Development Corporation owns and manages the 70,000sq. ft. Lancaster Mall.*

**Lancaster Industrial Development Agency, Town of (LIDA)**<http://www.lancasternyida.com/>

21 Central Avenue  
Lancaster, NY 14086

Dino Fudoli, Chairman

Telephone: 716-683-1610  
Fax: 716-683-0512  
Email: [lida@lancasterny.com](mailto:lida@lancasterny.com)

*Authorizes industrial revenue bonds for eligible industrial and commercial projects in the Town of Lancaster.*

**National Fuel**<http://www.natfuel.com>

6363 Main Street  
Williamsville, NY 14221

Telephone: 716-686-6123 (Customer Service)  
716-857-7000 (Corporate)  
Fax: 716-857-6500

*Delivers natural gas to all areas of Erie County and most of Western New York. Provides technical assistance for equipment applications, and energy conservation projects and methods. Offers a discounted rate within a New York State Empire Zone for qualified customers.*

**National Grid**<http://www.nationalgridus.com><http://www.shovelready.com>

Economic Development Department  
300 Erie Boulevard West, Suite A2  
Syracuse, NY 13202

Brian R. Anderson, Lead Economic Developer  
Mary Grace Welch, CEM, Lead Econ. Dev. Rep,  
WNY Region

Telephone: 315-428-5140 (Anderson)  
716-831-7752 (Welch)

Fax: 315-428-3419

Email: [ShovelReady@us.ngrid.com](mailto:ShovelReady@us.ngrid.com)

*Economic development services include electric pricing, emissions credits, site location assistance, and productivity enhancement assessments. National Grid is the largest utility company in Upstate New York. The shovel ready web site provides a comprehensive resource for building and site location information.*

**New York Business Development Corporation (NYBDC)**<http://www.nybdc.com>

300 International Drive, Suite 126  
Williamsville, NY 14221

Michael A Taylor, Senior Vice President

Telephone: 716-626-3423  
Fax: 716-626-3001  
E-mail: [mtaylor@nybdc.com](mailto:mtaylor@nybdc.com)

*NYBDC was created by an act of the NY State Legislature in 1955. NYBC is privately owned, managed and funded by banks across the state with the mandate of promoting employment and economic development. This is done through long term loans to creditworthy small and medium size businesses that are candidates for financing outside of or in conjunction with conventional bank sources. Many of its borrowers do not meet the requirements for traditional bank financing. It has programs specifically targeted at providing financing opportunities for minority and women-owned businesses.*

» **AGENCY DESCRIPTIONS**

**New York State (NYS) Department of Environmental Conservation (DEC)**

<http://www.dec.ny.gov>

270 Michigan Avenue  
Buffalo, NY 14203

Abby M. Snyder, Regional Director

Telephone: 716-851-7200

Fax: 716-851-7211

Email: [region9@gw.dec.state.ny.us](mailto:region9@gw.dec.state.ny.us)

*Regional office is the first point of contact for obtaining and renewing DEC permits and for reporting environmental or natural resources problems. Uses permits to control pollution of air and water, transport and disposal of solid and hazardous wastes, pesticide use, mining and mined land reclamation.*

**NYS Department of Labor (DOL) Business Services Unit**

<http://www.labor.state.ny.us>

290 Main Street  
Buffalo, NY 14202

*NYS DOL Business Unit offers a number of programs that assist employers. These include recruitment assistance, human resource consulting, workforce development and training (apprenticeship and on-the-job training programs), empire zone program, equal employment opportunity services, OSHA consultation, layoff transition services, and unemployment insurance programs. Below are two service divisions in more detail:*

**Division of Employment and Workforce Solutions**

290 Main Street  
Buffalo, NY 14202

Carolyn Bright, Regional Business Services Rep

Telephone: 716-851-2750

Fax: 716-851-2702

E-mail: [Carolyn.Bright@labor.state.ny.us](mailto:Carolyn.Bright@labor.state.ny.us)

*Offers several grants to businesses to upgrade the skills of incumbent workers. Up to \$100,000 is available for workers to learn new skills.*

**Division of Research and Statistics**

290 Main Street  
Buffalo, NY 14202

John Slenker, Regional Economist

Telephone: 716-851-2740

Fax: 716-851-2607

E-mail: [John.Slenker@labor.ny.gov](mailto:John.Slenker@labor.ny.gov)

*Provides information on labor market conditions, employment trends, and wage comparisons for WNY and New York State.*

**NYS Department of Transportation (DOT)**

<http://www.nysdot.gov>

100 Seneca Street  
Buffalo, NY 14203

Darrell F. Kaminski, Acting Regional Director

Ramsey E. Kahi, Regional Planning & Program Manager

Telephone: 716-847-3238 (Kaminski)

716-847-3241 (Kahi)

Fax: 716-847-3961 (Kaminski)

716-847-3080 (Kahi)

*Contact for accessing the Industrial Access Program (IAP), which provides funding for highway and bridge improvements that will facilitate economic development.*

**New York State Electric & Gas Corporation (NYSEG)**

<http://www.nyseg.com/>

150 Erie Street  
Lancaster, NY 14086

Paul Huonker, Regional Mgr. Ec. Dev.

Telephone: 607-762-4022

Fax: 607-762-8400

E-mail: [phuonker@nyseg.com](mailto:phuonker@nyseg.com)

*NYSEG provides electric transmission and distribution service to communities of Cheektowaga, Clarence, East Aurora, Hamburg, Orchard Park, West Seneca, and eastern and southern Erie County. Also provides technical assistance and energy price incentives for economic development purposes.*

**New York State Energy Research and Development Authority (NYSERDA)**

<http://www.nyserda.org/>

726 Exchange Street, Suite 821  
Buffalo, New York 14210

Kelly Tyler, Program Mgr. – Econ. Development

Telephone: 716-842-1522, ext. 3005 or

1-866-NYSERDA

Fax: 716-842-0156

E-mail: [kat@nyserda.ny.gov](mailto:kat@nyserda.ny.gov)

*A public benefit corporation that provides energy-related technical and financial packaging assistance to businesses and institutions to promote energy efficiency and economic development.*

## Niagara Frontier Transportation Authority (NFTA)

<http://www.nfta.com>

181 Ellicott Street  
Buffalo, NY 14203

Kimberly A. Minkel, Executive Director

Telephone: 716-855-7470

Fax: 716-855-6655

Email: [info@nfta.com](mailto:info@nfta.com)

*Operates mass transit systems (rail and bus) and airports for both Erie and Niagara counties.*

## Office of Urban Initiatives, Inc. (OUI)

University at Buffalo  
3435 Main Street, 201 G. Hayes Hall  
Buffalo, NY 14214

Dr. Henry Louis Taylor, Jr., President

Telephone: 716-829-2133 ext. 212

Fax: 716-829-2713

E-mail: [htaylor@buffalo.edu](mailto:htaylor@buffalo.edu)

*OUI is a community economic development organization dedicated to using business development to create jobs, produce community wealth, and build strong neighborhoods. Offers minority and women-owned businesses mentoring program. Provides information through ADVANCE, a monthly trend letter on business and economic development issues and the Community and Business Development Forum Series.*

## Orchard Park Economic Development Committee

<http://orchardparkny.org/content/Boards/View/5>

4295 South Buffalo Street  
Orchard Park, NY 14127

David Kaczor, Councilman

Telephone: 716-662-6404

Fax: 716-662-0238

Email: [opgoodgov@earthlink.net](mailto:opgoodgov@earthlink.net)

*Offers assistance to local businesses and new companies interested in the Town of Orchard Park.*

## SCORE

(Counselors to America's Small Businesses)

<http://buffaloniagara.score.org/>

130 South Elmwood Avenue, Suite 540  
Buffalo, NY 14202

William Ritter, District Director

Telephone: 716-551-4301

Fax: 716-551-4418

Email: [tarnopoll@yahoo.com](mailto:tarnopoll@yahoo.com)

*Free business counseling by men and women who have had successful business careers as company executives or owners of their own business.*

## DID YOU KNOW

It's never been easier to access the necessary documents for various business permits and applications.

Links to 12 forms and documents are available via the following webpage from the Erie County Department of Health:

<http://www2.erie.gov/health/index.php?q=node/57>

The webpage also contains a new link for convenient online facility payments for facility permit renewal applications and invoices.

## Small Business Development Center (SBDC)

<http://www.nys-sbdc.suny.edu>

Buffalo State College  
Cleveland Hall 206  
1300 Elmwood Avenue  
Buffalo, NY 14222

Susan McCartney, Director

Telephone: 716-878-4030

Fax: 716-878-4067

E-mail: [buffalosbdc@yahoo.com](mailto:buffalosbdc@yahoo.com)

*Provides one-to-one counseling to start-up and existing small businesses on a wide range of advisory, training and research services including the preparation of business plans, marketing programs and financial strategies. Export Assistance Program targets both the beginner, and the more experienced small business exporter.*

≡ **AGENCY DESCRIPTIONS**

**Tonawanda Development Corporation,  
Town of (TTDC)**

<http://www.tonawanda.ny.us/index.aspx?nid=641>

169 Sheridan Parkside Drive  
Tonawanda, NY 14150

James Hartz, AICP, Executive Director

Telephone: 716-871-8847

Fax: 716-871-8857

E-mail: [jhartz@tonawanda.ny.us](mailto:jhartz@tonawanda.ny.us)

*Responsible for strategic planning, business attraction and retention, and special projects in the Town of Tonawanda, including administration of the Town's Empire Zone program. Strategic planning includes the development of policies and programs to meet local economic priorities, including brownfield redevelopment. Business attraction and retention include traditional services, such as site location, public financing and coordination with local government. Special projects respond to unique community needs, such as demolition of abandoned structures or industry-sponsored childcare services.*

**United States (U.S.)  
Army Corps of Engineers**

<http://www.lrb.usace.army.mil>

1776 Niagara Street  
Buffalo, NY 14207

Lt. Col. Owen Beaudoin, District Commander

Telephone: 716-879-4499

Fax: 716-879-4195

*Engineering, transportation and planning of navigable waterways.*

**U.S. Citizenship and Immigration  
Services**

<http://uscis.gov>

Federal Center  
130 Delaware Avenue, 1<sup>st</sup> Floor  
Buffalo, NY 14202

M. Frances Holmes, District Director

Telephone: 716-551-4741, Ext. 3900

Fax: 716-551-3141

*Promote national security, eliminates immigration adjudications backlogs, and implements solutions for improving immigration customer services.*

**U.S. Customs and Border Protection**

<http://www.cbp.gov>

300 Airborne Parkway  
Buffalo, NY 14225

James T. Engleman, Director of Field Operations

Telephone: 716-626-0400

Fax: 716-626-1164

*Responsible for assessment and collection of all duties, taxes and fees on imported merchandise, the enforcement of customs and other related laws, and administration of other federal regulations.*

**U.S. Department of Commerce  
Buffalo Export Assistance Center**

<http://export.gov/newyork/bflorochsyr/>

130 South Elmwood Avenue, Suite 530  
Buffalo, NY 14202

Rosanna Masucci, Acting Director

John Tracy, International Trade Specialist

Telephone: 716-551-4191

Fax: 716-551-5290

E-mail: [Rosanna.Masucci@trade.gov](mailto:Rosanna.Masucci@trade.gov)  
[John.Tracy@trade.gov](mailto:John.Tracy@trade.gov)

*Its mission is to help U.S. Firms increase export sales and market share. Have commercial offices in 145 cities in 77 countries. International trade specialists offer assistance to businesses interested in exporting, assess a company's export potential and provide one-on-one counseling. A comprehensive range of export facilitation services are available including: identifying target markets, locating foreign representation, developing sales leads providing marketing assistance, industry reports and trade show information.*

**U.S. Small Business Administration (SBA)**

<http://www.sba.gov/localresources/district/ny/buffalo/index>

Niagara Center  
130 South Elmwood Avenue, Suite 540  
Buffalo, NY 14202

Franklin J. Sciortino, District Director

Telephone: 716-551-4301

Fax: 716-551-4418

*Programs assist with every aspect of starting a business, from developing a business plan to obtaining financing, from marketing products and services to managing a company. The general loan program, which represents the majority of the agency's total loan effort, promotes small business growth by guarantees of up to 80% of the amount provided by commercial lenders. Also offers Surety Bonds and Minority Enterprise Development program.*

**AGENCY DESCRIPTIONS //**

**University at Buffalo (UB)  
Center for Entrepreneurial Leadership (CEL)**

UB School of Management

<http://www.mgt.buffalo.edu/cel>

University at Buffalo, UB Downtown Gateway  
77 Goodell Street  
Buffalo, NY 14203

Tom Ulbrich, Director

Telephone: 716-885-5715

Fax: 716-845-6999

E-mail: [mgt-cel@buffalo.edu](mailto:mgt-cel@buffalo.edu)

*Provides a ten-month professional development program that is directed toward business owners and operators whose firms have progressed well beyond the startup phase of operation.*

**UB Engineering Student Work  
Experience Program**

School of Engineering and Applied Sciences

<http://www.eng-intern.buffalo.edu/>

412 Bonner Hall, UB North Campus  
Buffalo, NY 14260

Dean C. Millar, Assistant Dean

Telephone: 716-645-0971

Fax: 716-645-2495

E-mail: [dcmillar@buffalo.edu](mailto:dcmillar@buffalo.edu)

*Offers qualified post-junior year engineering students for employment on useful technical projects. Employers obtain value from student technical skills on the job and can evaluate the students as prospects for future employment. Students obtain useful job experience and the opportunity to apply engineering skills for the benefit of their employer.*

**UB Regional Institute**

<http://regional-institute.buffalo.edu>

University at Buffalo, UB Downtown Gateway  
77 Goodell Street, Suite 302  
Buffalo, NY 14203

Robert G. Shibley, Director and Dean of School of Architecture & Planning

Laura Quebral, Deputy Director

Kathryn Byrk Friedman, Director of Cross-Border and International Research, Research Associate Professor of Law and Policy

Telephone: 716-878-2440

Fax: 716-842-0154

E-mail: [regional-institute@buffalo.edu](mailto:regional-institute@buffalo.edu)

*Coordinates and serves as a point of contact for a number of programs related to issues of regional study, analysis and development. Produces the web-based "Regional Knowledge Network" <http://rkn.buffalo.edu>, which provides regional information on the binational Buffalo Niagara area.*

**UB National Center for Geographic  
Information and Analysis (NCGIA)**

<http://www.ncgia.buffalo.edu/>

University at Buffalo  
Wilkeson Quad Room 301  
Buffalo, NY 14261

Dr. David M. Mark, NCGIA Director

Telephone: 716-645-2545

Fax: 716-645-5957

E-mail: [ncgia@acsu.buffalo.edu](mailto:ncgia@acsu.buffalo.edu)

*Established to develop and expand geographic information systems (GIS). Provides custom-designed maps and routings; useful for such areas as agriculture, transportation, construction and waste disposal. Assists with market analysis and demographic studies enabling a company to select sites, evaluate new products and target markets.*

**UB Office of Science, Technology Transfer  
and Economic Outreach (STOR)**

<http://www.stor.buffalo.edu>

1576 Sweet Home Road  
Amherst, NY 14228

Robert J. Genco, D.D.S., Ph.D., Vice Provost & Dir.

Telephone: 716-645-5500

Fax: 716-636-5921

E-mail: [rjgenco@buffalo.edu](mailto:rjgenco@buffalo.edu)

*The Office of Science, Technology Transfer and Economic Outreach (STOR) promotes the development and transfer of technology, innovations and expertise from the university to the marketplace spurring the establishment and growth of new business enterprises. STOR's three divisions—Intellectual Property, Funding, and Commercialization—provide business leaders, researchers, and entrepreneurs with easy access to UB's extensive resources and expertise.*

**UB World Languages Program**

Department of Linguistics

[http://linguistics.buffalo.edu/language\\_programs](http://linguistics.buffalo.edu/language_programs)

University at Buffalo  
609 Baldy Hall, North Campus  
Buffalo, NY 14260

David Fertig, Director of Language Programs

Telephone: 716-645-2177 ext. 738

Fax: 716-645-3825

E-mail: [fertig@buffalo.edu](mailto:fertig@buffalo.edu)

*Provides translation, interpretation and cultural training services to local businesses.*



» **AGENCY DESCRIPTIONS**

**UB The Center for Industrial Effectiveness (TCIE)**

School of Engineering and Applied Sciences

<http://www.tcie.buffalo.edu>

1576 Sweet Home Road, Suite 212

Amherst, NY 14228

Gary Simon, Director of Business Development

Telephone: 716-645-8800

Fax: 716-636-5921

E-mail: [ggsimon@buffalo.edu](mailto:ggsimon@buffalo.edu)

*TCIE is a business consulting and economic development arm of the university. TCIE serves as a liaison between area businesses and manufacturers and a wide range of UB resources. Faculty members from many departments are assigned to work on projects tailored to the needs of area companies. Projects may also feature material testing labs, technicians, graduate students, and university design and research centers.*

*TCIE also helps to administer the Strategic Partnership for Industrial Resurgence (SPIR) program. SPIR provides up to 50% financing for small to mid-size companies that seek efficiency and process improvements, product development assistance, and quality program implementation. TCIE is also committed to strengthening the work force of the region, providing training needs assessments, training grant development and administration, and both soft skills and technical training programs.*

*Contracted services and project management for industrial process improvements, quality initiatives, product development, lean manufacturing, business planning and marketing consulting, business translations, grant writing support and grant administration (e.g. NYS Department of Labor Safety Training Grants, Empire State Development training grants).*

**Upstate New York Regional Minority Purchasing Council, Inc. (UNYRMPC)**

<http://www.unyrmpci.org>

85 River Rock Drive

Suite 113, Mail Slot 14

Buffalo, NY 14207

Linda Terrell, President/CEO

Telephone: 716-871-4120

Fax: 716-871-3725

E-mail: [info@unyrmpci.org](mailto:info@unyrmpci.org)

*Provides assistance for major corporations to identify and certify qualified minority business persons who can supply these firms with goods and/or services. Maintains directory that is updated semi-annually of certified minority business persons and their capabilities for its members so they have a readily accessible source of MBE information.*

**WNY Business Development Fund**

<http://www.insyte-consulting.com/Home/Funding/BDF>

726 Exchange Street, Suite 620

Buffalo, NY 14210

Jack McGowan, Professional Business Advisor

Telephone: 716-636-3626

Fax: 716-845-6418

E-mail: [jmcgowan@insyte-consulting.com](mailto:jmcgowan@insyte-consulting.com)

*Provides seed and growth capital to technology entrepreneurs and start-up companies within Western New York. Applicants may receive an equity investment of up to \$100,000. Investments are made in two phases. A phase I investment is \$25,000 and a phase II is \$75,000. Phase I and II funding are subject to separate approval and due diligence and must be matched by funds provided by the entrepreneur or other funding sources. Phase II is not automatic.*

**WNY Events Centre**

11163 Main Street

Clarence, NY 14031

Nick Karnavas, General Manager

Telephone: 716-759-6300

Fax: 716-759-6351

E-mail: [nick@eventcentre.net](mailto:nick@eventcentre.net)

*Versatile site for conventions and trade shows. Has 45,000 square feet of exhibit space.*

**WNY Foreign Trade Zones Operators, Inc.**

<http://www.wnyftz.com>

10 North Gates Avenue

Lackawanna, NY 14218

Timothy J. Palisano, Director of Operations

Telephone: 716-823-2142

Fax: 716-823-2613

E-mail: [ftz@wnyftz.com](mailto:ftz@wnyftz.com)

*Operator of FTZ's Site 1 - Gateway Trade Center. Railroad, truck, water and air transportation are conveniently available. Duty free domestic and distribution, and third party services. Special tax advantages available for qualified firms.*

**AGENCY DESCRIPTIONS** //

**WNY Venture Association**

<http://www.wnyventure.com>

726 Exchange Street, Suite 812  
Buffalo, NY 14210

Telephone: 716-636-3626

Fax: 716-845-6418

E-mail: [info@wnyventure.com](mailto:info@wnyventure.com)

*Provide entrepreneurs an opportunity to present their business plans to interested investors through a series of networking meetings throughout the year.*

*Presenters also receive coaching and feedback about their business plan prior to making presentations*

**Workforce Development Consortium, Inc., Buffalo and Erie County (WDC)**

<http://www.wdcinc.org/>

*Funded under the Workforce Investment Act of 1998, the WDC offers a wide range of subsidized employment and training services/programs for businesses and individual job seekers.*

**Business Services**

**Workforce Development Consortium  
Business Services Department**

<http://www.wdcinc.org/Business/default.asp>

726 Exchange Street, Suite 630  
Buffalo, NY 14210

Eugene Bagen, Administrative Director

Telephone: 716-819-9845

Fax: 716-819-9849

Email: [gbagen@wdcinc.org](mailto:gbagen@wdcinc.org)

*Business services include, but are not limited to the following: employee recruitment and screening, customized training program development, on-the-job training services, specialized assistance for start-ups and expansions and tax credit assistance.*

**Job Seeker Services - One-Stop Career Centers**

**Buffalo Employment and Training Center (BETC)**

<http://www.workforcebuffalo.org/>

77 Goodell Street  
Buffalo, NY 14203

Telephone: 716-856-5627

Fax: 716-856-5670

**ECC Employment and Training Center**

<http://www.ecconestop.org/>

3176 Abbott Road  
Orchard Park, NY 14127

Telephone: 716-270-4444

*Offers job seekers access to a wide array of job training, education and employment services all under one roof.*

*Services include, but are not limited to the following: career counseling, resume development, interviewing assistance, job training, classroom instruction and job referral and placement.*

**Workforce Investment Board, Inc., Buffalo and Erie County (WIB)**

<http://www.becwib.org>

726 Exchange Street, Suite 632  
Buffalo, NY 14210

Heather Okoro, JD, Executive Director

Charles G. Jones, Jr., Chairperson

Telephone: 716-504-1480

Fax: 716-504-1483

Email: [info@becwib.org](mailto:info@becwib.org)

*Established under the provisions of the Workforce Investment Act of 1998, the WIB is a private sector driven board appointed by the Erie County Executive and the Mayor of the City of Buffalo and charged with developing local workforce development policies and procedures and overseeing and evaluating their implementation.*

**World Trade Center Buffalo Niagara (WTCBN)**

<http://www.wtcbn.com>

725 Main Street  
Buffalo, NY 14203

Chris Johnston, President

Telephone: 716-852-7160, or

1-877-WTC-INTL (982-4685)

Fax: 716-852-7161

E-mail: [info@wtcbn.com](mailto:info@wtcbn.com)

*The WTCBN is a not-for-profit organization dedicated to the advancement of international trade. Formerly known as the Niagara International Trade Council, WTCBN became a member of the World Trade Centers Association, Inc. in October 2000. The WTCBN, which includes both Canadian and American members, is recognized as a bi-national World Trade Center by the World Trade Center's Association, Inc. There are over 300 World Trade Centers in 97 countries, with 72 in North America. The mission of the WTCBN is to create, promote and support business development opportunities from international trade through education, networking, and the provision of trade development services for its members and the regional trading community.*

» **CHAMBERS OF COMMERCE**

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**Akron Chamber of Commerce**

<http://www.akronchamberofcommercenyny.com>

70 Main Street  
PO Box 248  
Akron, NY 14001  
Jeannine Morlacci, President  
Telephone: 716-542-4050  
Fax: 716-542-4050  
Email: AkronChamber@gmail.com  
Members: 125

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**Alden Chamber of Commerce**

<http://www.aldennyny.org>

13500 Broadway  
PO Box 149  
Alden, NY 14004  
Christopher Gust, President  
Barbara Hoskyns, Executive Secretary  
Telephone: 716-937-6177  
Fax: 716-937-4106  
Email: secretary@aldennyny.org  
Members: 321

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**Amherst Chamber of Commerce**

<http://www.amherst.org>

350 Essjay Road, Suite 200  
Williamsville, NY 14221  
Colleen C. DiPirro, President & CEO  
Telephone: 716-632-6905  
Fax: 716-632-0548  
Members: 2,000+

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**Buffalo Niagara Partnership**

"Buffalo Chamber"

<http://www.thepartnership.org>

665 Main Street, Suite 200  
Buffalo, NY 14203  
Dottie Gallagher-Cohen, President & CEO  
Telephone: 716-852-7100  
Fax: 716-852-2761  
Members: 2,500

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**Cheektowaga Chamber of Commerce**

<http://www.cheektowaga.org>

AppleTree Business Park  
2875 Union Road, Suite 50  
Cheektowaga, NY 14227  
Debra S. Liegl, President & CEO  
Telephone: 716-684-5838  
Fax: 716-684-5571  
Members: 900

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**Clarence Chamber of Commerce Inc.**

<http://www.clarence.org>

8899 Main Street, Suite 4  
PO Box 177  
Clarence, NY 14031  
Judy Sirianni, President  
Telephone: 716-631-3888  
Fax: 716-631-3946  
Email: info@clarence.org  
Members: 600+

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**East Aurora Chamber of Commerce, Greater**

<http://www.eanycc.com>

652 Main Street  
East Aurora, NY 14052  
Gary D. Grote, Executive Director  
Telephone: 716-652-8444  
Fax: 716-652-8384  
Email: eanycc@verizon.net  
Members: 600+  
*\*Serves the following communities: Aurora, Colden, East Aurora, Elma, Holland, Marilla, and Wales.*

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**Eden Chamber of Commerce**

<http://www.edennyny.org/chamber.html>

8584 South Main Street  
Eden, NY 14057  
Curt Ortlinghaus, President  
Telephone: 716-992-4799  
Fax: 716-992-4751  
Email: edenchamber@yahoo.com  
Members: 178

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**Evans - Brant Chamber of Commerce**

<http://www.ebccny.org>

70 North Main Street  
Angola, NY 14006  
Michelle Parker, President  
Telephone: 716-549-3221  
Fax: 716-549-3475  
Email: chamber@ebccny.org  
Members: 175

**CHAMBERS OF COMMERCE //**

**Gowanda Area Chamber of Commerce**

<http://www.gowandanychamber.org>

49 West Main Street  
PO Box 45  
Gowanda, NY 14070  
Jennine Sauriol, President  
Telephone: 716-532-2834  
Fax: 716-532-2834  
Email: [chamber@gowandanychamber.org](mailto:chamber@gowandanychamber.org)  
Members: 140

**Grand Island Chamber of Commerce**

<http://www.gichamber.org>

2257 Grand Island Boulevard  
Grand Island, NY 14072  
Eric Fiebelkorn, President  
Telephone: 716-773-3651  
Fax: 716-773-3316  
Email: [info@gichamber.org](mailto:info@gichamber.org)  
Members: 300+

**Hamburg Chamber of Commerce Inc.**

<http://www.hamburg-chamber.org>

6122 South Park Avenue  
PO Box 848  
Hamburg, NY 14075  
Betty B. Newell, President & CEO  
Telephone: 716-649-7917  
Fax: 716-649-6362  
Email: [hccmail@hamburg-chamber.org](mailto:hccmail@hamburg-chamber.org)  
Members: 800+

**Kenmore - Town of Tonawanda  
Chamber of Commerce**

<http://www.ken-ton.org>

3411 Delaware Avenue  
Kenmore, NY 14217  
Gary J. Link, President  
Telephone: 716-874-1202  
Fax: 716-874-3151  
Email: [info@ken-ton.org](mailto:info@ken-ton.org)  
Members: 700+

**Lackawanna Area  
Chamber of Commerce**

<http://www.lackawannachamber.com>

638 Ridge Road  
Lackawanna, NY 14218  
Michael J. Sobaszek, Executive Director  
Telephone: 716-823-8841  
Fax: 716-823-8848  
Email: [info@lackawannachamber.org](mailto:info@lackawannachamber.org)  
Members: 150

**Lancaster Area Chamber of Commerce**

<http://www.laccny.org>

11 West Main, Suite 100  
PO Box 284  
Lancaster, NY 14086  
Megan Burns-Moran, Executive Director  
Telephone: 716-681-9755  
Fax: 716-684-3385  
Email: [info@laccny.org](mailto:info@laccny.org)  
Members: 550+

**Orchard Park Chamber of Commerce**

<http://www.orchardparkchamber.com>

4211 North Buffalo Street, Suite 14  
Orchard Park, NY 14127  
Nancy L. Conley, Executive Director  
Telephone: 716-662-3366  
Fax: 716-662-5946  
Email: [info@OrchardParkChamber.org](mailto:info@OrchardParkChamber.org)  
Members: 700+

**Springville Area Chamber of Commerce**

<http://www.springvillechamber.com>

23 North Buffalo Street  
PO Box 310  
Springville, NY 14141  
David Field, President  
Telephone: 716-592-4746  
Fax: 716-592-4746 (Same as Tel #)  
Email: [david.field@kaleidoscopekomputer.com](mailto:david.field@kaleidoscopekomputer.com)  
Members: 170+

**Tonawandas Chamber of Commerce**

<http://www.the-tonawandas.com>

15 Webster Street  
North Tonawanda, NY 14120  
Joyce M. Santiago, Secretary and Executive Director  
Telephone: 716-692-5120  
Fax: 716-692-1867  
Email: [chamber@the-tonawandas.com](mailto:chamber@the-tonawandas.com)  
Members: 500+

**West Seneca Chamber of Commerce**

<http://www.westseneca.org>

Southgate Plaza  
950-A Union Road, Suite 5  
West Seneca, NY 14224  
Frank Calieri, Executive Director  
Telephone: 716-674-4900  
Fax: 716-674-5846  
Email: [director@westseneca.org](mailto:director@westseneca.org)  
Members: 260+

≡ **BACHELOR DEGREE PROGRAMS**

<b>2010 – 2011 COLLEGES &amp; UNIVERSITIES (LISTED BY FULL TIME ENROLLMENT)</b>		
<b>BACHELOR DEGREE</b>	<b>Full Time</b>	<b>Part Time</b>
University at Buffalo	28,678	4,818
Buffalo State College	9,429	2,266
SUNY Fredonia	5,432	298
Canisius College	3,905	1,107
Niagara University	3,448	719
Alfred State College	3,279	338
Medaille College	2,572	241
D'Youville College	2,405	691
St. Bonaventure University	2,196	264
Daemen College	2,120	655
Alfred University	2,076	220
Houghton College	1,191	47
Hilbert College	941	176
Empire State College	762	358
Villa Maria College	371	86
<b>Total</b>	<b>68,805</b>	<b>12,284</b>
<b>ASSOCIATE DEGREE</b>	<b>Full Time</b>	<b>Part Time</b>
Erie Community College	14,113	6,742
Niagara County Community College	4,425	2,661
Genesee Community College	3,710	3,690
Jamestown Community College	2,746	1,180
Bryant & Stratton College	1,233	681
Trocaire College	833	646
<b>Total</b>	<b>27,060</b>	<b>15,603</b>

Source: Business First Book of Lists, 2012

**Alfred State College**

<http://www.alfredstate.edu/>

10 Upper College Dr.  
 Alfred, NY 14802

Dr. John M. Anderson, President

Telephone: 1-800-4-ALFRED (425-3733) (General)  
 607-587-4010 (President's Office)

**Alfred University**

<http://www.alfred.edu/>

1 Saxon Drive  
 Alfred, NY 14082

Dr. Charles M. Edmondson, President

Telephone: 607-871-2115 (General)  
 607-871-2101 (President's Office)

**Buffalo State College**

<http://www.buffalostate.edu>

1300 Elmwood Avenue  
 Buffalo, NY 14222

Aaron M. Podolefsky, President

Telephone: 716-878-4000 (General)  
 716-878-4101 (President's Office)

**Canisius College**

<http://www.canisius.edu>

2001 Main Street  
 Buffalo, NY 14208

John J. Hurley, President

Telephone: 716-883-7000 (General)  
 716-888-2100 (President's Office)

**Daemen College**

<http://www.daemen.edu>

4380 Main Street  
 Amherst, NY 14226

Dr. Martin J. Anisman, President

Telephone: 716-839-8225 (General)  
 716-839-8210 (President's Office)

**D'Youville College**

<http://www.dyc.edu>

One D'Youville Square, 320 Porter Avenue  
 Buffalo, NY 14201

Sister Denise A. Roche, GNSH, Ph.D., President

Telephone: 716-829-8000 (General)  
 716-829-7673 (President's Office)

**Empire State College**

<http://www.esc.edu>

Niagara Frontier Center  
 AppleTree Business Park  
 2875 Union Road  
 Cheektowaga, NY 14227

Dr. Alan Davis, President

Nan DiBello, Dean

Telephone: 716-686-7800

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**Hilbert College**

<http://www.hilbert.edu>

5200 South Park Avenue  
Hamburg, NY 14075

Cynthia Zane Ed. D, President

Telephone: 716-649-7900 (General)  
Same #, Ext. 200 (President's Office)

---

**Houghton College**

<http://www.houghton.edu>

One Willard Road  
Houghton, NY 14744

Dr. Shirley Mullen, President

Telephone: 1-800-777-2556 (General)  
716-674-6363 (President's Office)

---

**Medaille College**

<http://www.medaille.edu>

18 Agassiz Circle  
Buffalo, NY 14214

Dr. Richard T. Jurasek, President

Telephone: 716-880-2000 (General)  
716-880-2201 (President's Office)

---

**Niagara University**

<http://www.niagara.edu/>

Niagara University, NY 14109

Rev. Joseph L. Levesque, C.M., President

Telephone: 716-285-1212 (General)  
716-286-8350 (President's Office)

---

**St. Bonaventure University**

<http://www.sbu.edu/>

3261 West State Road  
St. Bonaventure, NY 14778

Sr. Margaret Carney, O.S.F., S.T.D., President

Telephone: 716-375-2000 (General)  
716-375-2222 (President's Office)

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**SUNY Fredonia**

<http://www.fredonia.edu/>

280 Central Ave.  
Fredonia, NY 14063

Dr. Virginia Schaefer Horvarth, President

Telephone: 716-673-3111 (General)  
716-673-3456 (President's Office)

---

**University at Buffalo**

<http://www.buffalo.edu>

State University of New York

12 Capen Hall  
Buffalo, NY 14260

Satish K. Tripathi, President

Telephone: 716-645-2000 (General)  
716-645-2901 (Public Relations)

---

**Villa Maria College**

<http://www.villa.edu/>

240 Pine Ridge Road  
Buffalo, NY 14225

Sister Marcella Marie Garus, President

Telephone: 716-896-0700 (General)  
716-961-1869 (President's Office)

**Bryant & Stratton Business Institute**

<http://www.bryantstratton.edu>

John J. Staschak, C.P.A., M.B.A., B.S.  
 President and Chief Executive Officer

**Buffalo Downtown Campus**

465 Main Street, Suite 400  
 Buffalo, NY 14203

Marvel Toss-Jones, Campus Director  
 Telephone: 716-884-9120

**Amherst Campus**

3650 Millersport Highway  
 Getzville, NY 14068

Michael A. Mariani, Campus Director  
 Telephone: 716-625-6300

**Southtowns Campus**

200 Red Tail  
 Orchard Park, NY 14217

Paul Bahr, Campus Director  
 Telephone: 716-677-9500

**Erie Community College**

<http://www.ecc.edu>

**City Campus**

121 Ellicott Street  
 Buffalo, NY 14203

Telephone: 716-851-1002

**South Campus**

4041 Southwestern Blvd.  
 Orchard Park, NY 14127

Telephone: 716-851-1003

**North Campus**

6205 Main Street  
 Williamsville, NY 14221

Telephone: 716-851-1002

Jack Quinn, President

**Genesee Community College**

<http://www.genesee.edu/>

One College Road  
 Batavia, NY 14020

James M. Sunser, Ed.D., President

**ITT Technical Institute**

<http://www.itt-tech.edu>

2295 Millersport Highway  
 Getzville, NY 14068

Lester Burgess, Campus Director

Telephone: 716-689-2200

**Niagara County Community College**

<http://www.niagaracc.suny.edu/>

3111 Saunders Settlement Road  
 Sanborn, NY 14132

Dr. James P. Klyczek, President

Telephone: 716-614-6222

**Trocaire College**

<http://www.trocaire.edu>

360 Choate Avenue  
 Buffalo, NY 14220-2094

Dr. Paul B. Hurley, Jr., President

Telephone: 716-826-1200

GOVERNMENT - LOCAL ELECTED OFFICIALS  
**Erie County Executive //**

**Hon. Mark Poloncarz**

**County Executive, County of Erie**

<http://www.erie.gov/exec>



**Edward A. Rath County Office Building**

95 Franklin Street  
 Room 1600  
 Buffalo, NY 14202

Telephone: 716-858-8500

Fax: 716-858-8411

Email: [countyexec@erie.gov](mailto:countyexec@erie.gov)

GOVERNMENT- LOCAL ELECTED OFFICIALS

≡ **ERIE COUNTY LEGISLATORS**



**PLEASE NOTE**

For Additional Information, visit Erie County Legislature  
Web Site at:  
<http://www.erie.gov/legislature/>

**Hon. Timothy R. Hogues**

**Legislator - 1st District**

427 William St.  
Buffalo, NY 14204

Telephone: 716-842-0490  
Fax: 716-854-5722

E-mail: [Timothy.Hogues@erie.gov](mailto:Timothy.Hogues@erie.gov)



**Hon. Betty Jean Grant**

**Legislator - 2nd District**

790 East Delavan Avenue  
Buffalo, NY 14215

Telephone: 716-894-0914  
Fax: 716-896-1463

E-mail: [BettyJean.Grant@erie.gov](mailto:BettyJean.Grant@erie.gov)



**Hon. Lynn Marinelli**

**Legislator - 3rd District**

701 Hertel Avenue  
Buffalo, NY 14216

Telephone: 716-832-0493  
Fax: 716-832-0494

E-mail: [Lynn.Marinelli@erie.gov](mailto:Lynn.Marinelli@erie.gov)



**Hon. Kevin Hardwick**

**Legislator - 4th District**

92 Franklin Street, Fourth Floor  
Buffalo, NY 14202

Telephone: 716-858-8672  
Fax: 716-858-8818

E-mail: [Kevin.Hardwick@erie.gov](mailto:Kevin.Hardwick@erie.gov)



**Hon. Thomas A. Loughran**

**Legislator - 5th District**

7 Bernhardt Drive  
Amherst, NY 14226

Telephone: 716-836-0198  
Fax: 716-836-0199

E-mail: [Thomas.Loughran@erie.gov](mailto:Thomas.Loughran@erie.gov)



**Hon. Edward Rath III**

**Legislator - 6th District**

92 Franklin Street, Fourth Floor  
Buffalo, NY 14202

Telephone: 716-858-8676  
Fax: 716-858-8818

E-mail: [edward.rath@erie.gov](mailto:edward.rath@erie.gov)



**Hon. Thomas J. Mazur**

**Legislator - 7th District**

1214 Walden Avenue  
Cheektowaga, NY 14211

Telephone: 716-893-4385  
Fax: 716-894-4539

E-mail: [Thomas.Mazur@erie.gov](mailto:Thomas.Mazur@erie.gov)





**Hon. Thomas J. Mazur**

**Legislator - 8th District**

1214 Walden Avenue  
Cheektowaga, NY 14211

Telephone: 716-893-4385

Fax: 716-894-4539

E-mail: Thomas.Mazur@erie.gov

**Hon. Christina Wleklinski Bove**

**Legislator - 9th District**

1104 Union Road  
West Seneca, NY 14224

Telephone: 716-675-8817

Fax: 716-677-2306

E-mail: bove@erie.gov



**Hon. Kevin R. Hardwick**

**Legislator - 10th District**

92 Franklin Street  
Buffalo, NY 14202

Telephone: 716-873-3438

Fax: 716-858-8818

E-mail: Kevin.Hardwick@erie.gov



**Hon. Lynn M. Marinelli**

**Legislator - 11th District**

1701 Hertel Avenue  
Buffalo, NY 14216

Telephone: 716-832-0493

Fax: 716-832-0494

E-mail: Lynn.Marinelli@erie.gov



**Hon. Lynne Dixon**

**Legislator - 12th District**

92 Franklin Street  
Buffalo, NY 14202

Telephone: 716-649-2640

Fax: 716-858-8818

E-mail: Lynne.Dixon@erie.gov



**Hon. John J. Mills**

**Legislator - 13th District**

92 Franklin Street  
Buffalo, NY 14202

Telephone: 716-655-5650

Fax: 716-858-8818

E-mail: jmills13@erie.gov



**Hon. Thomas A. Loughran**

**Legislator - 14th District**

7 Bernhardt Drive  
Amherst, NY 14226

Telephone: 716-836-0198

Fax: 716-836-0199

E-mail: Thomas.Loughran@erie.gov



**Hon. Edward A. Rath, III**

**Legislator - 15th District**

92 Franklin Street  
Buffalo, NY 14202

Telephone: 716-633-0617

Fax: 716-858-8818

E-mail: edward.rath@erie.gov



GOVERNMENT - LOCAL ELECTED OFFICIALS

≡ **CITY & VILLAGE MAYORS**

**CITY MAYORS**

**Hon. Byron W. Brown**  
**Mayor, City of Buffalo**

<http://www.ci.buffalo.ny.us>

65 Niagara Square  
201 City Hall  
Buffalo, NY 14202  
Telephone: 716-851-4841  
Fax: 716-851-4360  
E-mail: [mayorbrownwebmail@ch.ci.buffalo.ny.us](mailto:mayorbrownwebmail@ch.ci.buffalo.ny.us)  
Gerald Chwalinski, City Clerk | 716-851-5431

**Hon. Geoffrey M. Szymanski**  
**Mayor, City of Lackawanna**

714 Ridge Road  
Lackawanna, NY 14218  
Telephone: 716-827-6464  
Fax: 716-827-6678  
Jacqueline Caferro, City Clerk | 716-827-6470

**Hon. Rick Davis**  
**Mayor, City of Tonawanda**

<http://www.ci.tonawanda.ny.us>

200 Niagara Street  
Tonawanda, NY 14150  
Telephone: 716-695-8645  
Fax: 716-695-8314  
E-mail: [mayor@ci.tonawanda.ny.us](mailto:mayor@ci.tonawanda.ny.us)  
Janice R. Bodie, City Clerk | 716-695-8318

**VILLAGE MAYORS**

**Hon. Carl E. Patterson**  
**Mayor, Village of Akron**

<http://www.erie.gov/akron>

21 Main Street, PO Box 180  
Akron, NY 14001-0180  
Telephone: 716-542-9636  
Fax: 716-542-5586  
Daniel P. Borchert, Village Clerk | 716-542-9636

**VILLAGE MAYORS CONTINUED**

**Hon. Richard Kegler**  
**Mayor, Village of Alden**

13336 Broadway  
Alden, NY 14004  
Telephone: 716-937-9216  
Fax: 716-937-8936  
Elizabeth A. Kegler, Village Clerk | 716-937-9216

**Hon. Howard M. Frawley**  
**Mayor, Village of Angola**

41 Commercial Street  
Angola, NY 14006  
Telephone: 716-549-1126  
Fax: 716-549-5130  
E-mail: [info@villageofangola.org](mailto:info@villageofangola.org)  
Linda D. Giancarlo, Village Clerk | 716-549-1126

**Hon. Michael Petrie**  
**Mayor, Village of Blasdell**

121 Miriam Avenue  
Blasdell, NY 14219  
Telephone: 716-822-1921  
Fax: 716-822-7127  
Email: [ejewett@blasdell.org](mailto:ejewett@blasdell.org)  
Janet L. Plarr, Village Clerk | 716-822-1921

**Hon. Steven P. Hoffman**  
**Mayor, Village of Depew**

<http://www.villageofdepew.org>

85 Manitou Street  
Depew, NY 14043  
Telephone: 716-683-1400  
Fax: 716-683-3538  
E-mail: [shoffman@villageofdepew.org](mailto:shoffman@villageofdepew.org)  
Elizabeth Melock, Vil. Clerk/Admin. | 716-683-7451

**Hon. Allan A. Kasprzak**  
**Mayor, Village of East Aurora**

<http://www.east-aurora.ny.us>

571 Main Street  
East Aurora, NY 14052  
Telephone: 716-652-6000  
Fax: 716-652-1290  
E-mail: [mayor@eastaurora.ny.us](mailto:mayor@eastaurora.ny.us)  
Kimberly D. Reichert, Vil. Clerk/Adm. | 716-652-6000

**Hon. Terry L. Caber, Sr.**  
**Mayor, Village of Farnham**

526 Commercial Street  
Farnham, NY 14061  
Telephone: 716-549-0890  
Fax: 716-549-7149  
Email: [farnhammayor@roadrunner.com](mailto:farnhammayor@roadrunner.com)  
Judy Trask, Village Clerk-Treasurer | 716-549-0890

**Hon. Richard L. Klancer**  
**Mayor, Village of Gowanda**

27 E. Main Street  
Gowanda, NY 14070  
Telephone: 716-532-3353  
Fax: 716-532-2938  
Kathleen Mohawk, Village Clerk | 716-532-3353

**Hon. Thomas J. Moses, Sr.**  
**Mayor, Village of Hamburg**

<http://www.villagehamburg.com>  
100 Main Street  
Hamburg, NY 14075  
Telephone: 716-649-0200  
Fax: 716-646-6558  
E-mail: [mayor@villageofhamburg.com](mailto:mayor@villageofhamburg.com)  
Donald P. Witkowski, Vil. Clerk/Admin. | 716-649-0200

**Hon. Patrick Mang**  
**Mayor, Village of Kenmore**

<http://www.vi.kenmore.ny.us/>  
2919 Delaware Avenue  
Kenmore, NY 14217  
Telephone: 716-873-5700  
Fax: 716-873-0004  
Email: [KJohnson@vikenmore.ny.us](mailto:KJohnson@vikenmore.ny.us)  
Kathleen P. Johnson, Village Clerk | 716-873-5700

**Hon. William G. Cansdale, Jr.**  
**Mayor, Village of Lancaster**

<http://www.lancastervillage.org>  
5423 Broadway  
Lancaster, NY 14086  
Telephone: 716-683-2105  
Fax: 716-684-4830  
Michael Stegmeier, Village Clerk | 716-683-2105

**Hon. John G. Mrozek, Jr.**  
**Mayor, Village of North Collins**

10543 Main Street  
North Collins, NY 14111  
Telephone: 716-337-3160  
Fax: 716-337-3265  
E-mail: [villageofnorthcollins@juno.com](mailto:villageofnorthcollins@juno.com)  
Kathleen Myers, Village Clerk | 716-337-3160

**Hon. John B. Wilson**  
**Mayor, Village of Orchard Park**

4295 S. Buffalo Street  
Orchard Park, NY 14127  
Telephone: 716-662-9327  
Fax: 716-662-0891  
E-mail: [mayor@orchardparkvillage.org](mailto:mayor@orchardparkvillage.org)  
Mary Beth Jensen, Village Clerk | 716-662-9327

**Hon. Leonard C. Syzmanski**  
**Mayor, Village of Sloan**

425 Reiman Street  
Sloan, NY 14212  
Telephone: 716-897-1560  
Fax: 716-896-2728  
E-mail: [sloanny@adelphia.net](mailto:sloanny@adelphia.net)  
Debra Smith, Village Clerk | 716-897-1560

**Hon. William J. Krebs**  
**Mayor, Village of Springville**

5 West Main Street, PO Box 17  
Springville, NY 14141-0017  
Telephone: 716-592-4936  
Fax: 716-592-7088  
E-mail: [wkrebs@villageofspringvilleny.com](mailto:wkrebs@villageofspringvilleny.com)  
Timothy L. Horner, Vil. Admin. | 716-592-4936

**Hon. Mary E. Lowther**  
**Mayor, Village of Williamsville**

<http://www.village.williamsville.ny.us>  
5565 Main Street  
Williamsville, NY 14221  
Telephone: 716-632-4120  
Fax: 716-632-6009  
Email: [m\\_lowther@village.williamsville.ny.us](mailto:m_lowther@village.williamsville.ny.us)  
Linda Juul, Vil. Clerk/Admin. | 716-632-4120

GOVERNMENT - LOCAL ELECTED OFFICIALS

≡ **TOWN SUPERVISORS**

**Hon. Ronald L. Smith**  
**Supervisor, Town of Alden**

<http://alden.erie.gov>

3311 Wende Road  
Alden, NY 14004

Telephone: 716-937-9286  
Fax: 716-937-9817  
Email: [smithr5@alden.erie.gov](mailto:smithr5@alden.erie.gov)  
Debra A. Crist, Town Clerk | 716-937-6969

**Hon. Barry A. Weinstein**  
**Supervisor, Town of Amherst**

<http://www.amherst.ny.us>

5583 Main Street  
Williamsville, NY 14221

Telephone: 716-631-7032  
Fax: 716-631-7146  
E-mail: [bweinstein@amherst.ny.us](mailto:bweinstein@amherst.ny.us)  
Deborah Bucki, Town Clerk | 716-631-7045

**Hon. James J. Bach**  
**Supervisor, Town of Aurora**

<http://www.townofaurora.com>

300 Glead Ave  
East Aurora, NY 14052

Telephone: 716-652-7590  
Fax: 716-652-3507  
E-mail: [Supervisor@townofaurora.com](mailto:Supervisor@townofaurora.com)  
Martha L. Librock, Town Clerk | 716-652-3280

**Hon. Martin A. Ballowe**  
**Supervisor, Town of Boston**

[www.townofboston.com](http://www.townofboston.com)

8500 Boston State Road  
Boston, NY 14025

Telephone: 716-941-6113  
Fax: 716-941-6116  
Email: [supervisorballowe@townofboston.com](mailto:supervisorballowe@townofboston.com)  
David J. Shenk, Town Clerk | 716-941-6113

**Hon. Leonard K. Pero**  
**Supervisor, Town of Brant**

<http://www.brantny.com>

1294 Brant-North Collins Road  
P.O. Box 228  
Brant, NY 14027

Telephone: 716-549-0282  
Fax: 716-549-0623  
E-mail: [supervisor@brantny.com](mailto:supervisor@brantny.com)  
Thea Ells, Town Clerk | 716-549-0282

**Hon. Mary F. Holtz**  
**Supervisor, Town of Cheektowaga**

<http://www.tocny.org>

3301 Broadway and Union Road  
Cheektowaga, NY 14227

Telephone: 716-686-3400  
Fax: 716-686-3551  
E-mail: [mholtz@tocny.org](mailto:mholtz@tocny.org)  
Alice Magierski, Town Clerk | 716-686-3434

**Hon. Scott A. Bylewski**  
**Supervisor, Town of Clarence**

<http://www.erie.gov/clarence>

One Town Place  
Clarence, NY 14031

Telephone: 716-741-8930  
Fax: 716-741-4715  
Email: [sbylewski@clarence.ny.us](mailto:sbylewski@clarence.ny.us)  
Nancy C. Metzger, Town Clerk | 716-741-8938

**Hon. James Depasquale**  
**Supervisor, Town of Colden**

<http://www.erie.gov/colden/>

S-8812 State Road, PO Box 335  
Colden, NY 14033

Telephone: 716-941-5022  
Fax: 716-941-9335  
Email: [coldensupervisor@colden.erie.gov](mailto:coldensupervisor@colden.erie.gov)  
Christina Kerlin, Town Clerk | 716-941-5012

**Hon. Merle A. Harvey**  
**Supervisor, Town of Collins**

<http://www.townofcollinsny.org>

14093 Mill Street  
P.O. Box 420  
Collins, NY 14034

Telephone: 716-532-4874  
Fax: 716-532-3968  
Becky Jo Summers, Town Clerk | 716-532-4874

**Hon. Gary A. Eppolito**  
**Supervisor, Town of Concord**

<http://www.townofconcordny.com>

86 Franklin Street  
P.O. Box 368  
Springville, NY 14141

Telephone: 716-592-4946  
Fax: 716-592-5030  
Email: [supervisor@townorconcordny.com](mailto:supervisor@townorconcordny.com)  
Mary E. Bolt, Town Clerk | 716-592-4946

**Hon. Glenn R. Nellis**  
**Supervisor, Town of Eden**

<http://www.edennyny.org>

2795 E. Church Street  
Eden, NY 14057-0156

Telephone: 716-992-3408

Fax: 716-992-4131

Mary Jo Hultquist, Town Clerk | 716-992-3406

**Hon. Dennis M. Powers**  
**Supervisor, Town of Elma**

<http://elmanewyork.com>

1600 Bowen Road  
Elma, NY 14059

Telephone: 716-652-3260

Fax: 716-652-3560

Email: [supervisor@elma.newyork.com](mailto:supervisor@elma.newyork.com)

Patricia A. King, Town Clerk | 716-652-3260

**Hon. Keith Dash**  
**Supervisor, Town of Evans**

<http://www.townofevans.com>

8787 Erie Road  
Angola, NY 14006-9600

Telephone: 716-549-5787

Fax: 716-549-0972

E-mail: [supervisor@townofevans.org](mailto:supervisor@townofevans.org)

Lynn M. Krajacic, Town Clerk | 716-549-8787

**Hon. Mary Cooke**  
**Supervisor, Town of Grand Island**

<http://www.grand-island.ny.us>

2255 Baseline Road  
Grand Island, NY 14072

Telephone: 716-773-9600

Fax: 716-773-9618

E-mail: [mcooke@grand-island.ny.us](mailto:mcooke@grand-island.ny.us)

Patricia A. Frentzel, Town Clerk | 716-773-9600

**Hon. Steven J. Walters**  
**Supervisor, Town of Hamburg**

<http://www.townofhamburgny.com>

S-6100 South Park Avenue  
Hamburg, NY 14075

Telephone: 716-649-6111

Fax: 716-649-4087

Email: [supervisor@townofhamburg.com](mailto:supervisor@townofhamburg.com)

Catherine Rybczynski, T. Clerk | 716-649-6111, Ext. 2360

**Hon. Michael C. Kasprzyk**  
**Supervisor, Town of Holland**

<http://www.erie.gov/holland/>

47 Pearl Street  
Holland, NY 14080

Telephone: 716-537-9443

Fax: 716-537-9454

Sandra Smith, Town Clerk | 716-537-9443

**Hon. Dino Fudoli**  
**Supervisor, Town of Lancaster**

<http://www.lancasterny.com>

21 Central Avenue  
Lancaster, NY 14086

Telephone: 716-683-1610

Fax: 716-683-0512

Johanna M. Coleman, Town Clerk | 716-683-9028

**Hon. Earl Gingerich**  
**Supervisor, Town of Marilla**

<http://www.townofmarilla.com>

S-1740 Two Rod Road  
Marilla, NY 14102

Telephone: 716-652-7293

Fax: 716-652-2541

E-mail: [skipging@gmail.com](mailto:skipging@gmail.com)

Dawn Pearce, Town Clerk | 716-652-5350

**Hon. David L Cummings**  
**Supervisor, Town of Newstead**

<http://www.erie.gov/newstead/>

Five Clarence Center Road  
P.O. Box 227  
Akron, NY 14001

Telephone: 716-542-1231

Fax: 716-542-3702

E-mail: [dcummings@townofnewstead.com](mailto:dcummings@townofnewstead.com)

Dawn D. Izydorczak, Town Clerk | 716-542-4573

**Hon. Thomas R. O'Boyle**  
**Supervisor, Town of North Collins**

<http://www.northcollinsny.org>

2061 Sherman Avenue,  
PO Box 640  
North Collins, NY 14111

Telephone: 716-337-3839

Fax: 716-337-3839

Margaret J. Orrange, Town Clerk | 716-337-3391

GOVERNMENT - LOCAL ELECTED OFFICIALS

≡ **TOWN SUPERVISORS CONTINUED**

**Hon. Janis A. Colarusso**  
**Supervisor, Town of Orchard Park**

<http://www.orchardparkny.org>

4295 S. Buffalo Street  
Orchard Park, NY 14127

Telephone: 716-662-6400

Fax: 716-662-6479

E-mail: [opsupervisor@orchardparkny.org](mailto:opsupervisor@orchardparkny.org)

Carol R. Hutton, Town Clerk | 716-662-6410

**Hon. Mary L. Hannon**  
**Supervisor, Town of Sardinia**

<http://www.erie.gov/sardinia/>

12320 Savage Road  
Sardinia, NY 14134

Telephone: 716-496-8900

Fax: 716-496-8917

Email: [townofsardinia@gmail.com](mailto:townofsardinia@gmail.com)

Betty A. Marsh, Town Clerk | 716-496-8900

**Hon. Anthony F. Caruana**  
**Supervisor, Town of Tonawanda**

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2919 Delaware Avenue  
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Fax: 716-877-1261

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Marissa Brinson, Town Clerk | 716-877-8800

**Hon. Rickey A. Venditti**  
**Supervisor, Town of Wales**

<http://www.townofwales.com>

12345 Big Tree Road  
Wales Center, NY 14169

Telephone: 716-652-0589

Fax: 716-652-3703

Sharon Marfurt, Town Clerk | 716-652-0589

**Hon. Sheila M. Meegan**  
**Supervisor, Town of West Seneca**

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Fax: 716-675-7205

E-mail: [smeegan@twsnny.org](mailto:smeegan@twsnny.org)

Jacqueline Felser, Town Clerk | 716-558-3215

GOVERNMENT - STATE ELECTED OFFICIALS

≡ **GOVERNOR**

**Hon. Andrew M. Cuomo**  
**Governor, State of New York**

<http://www.ny.gov/>



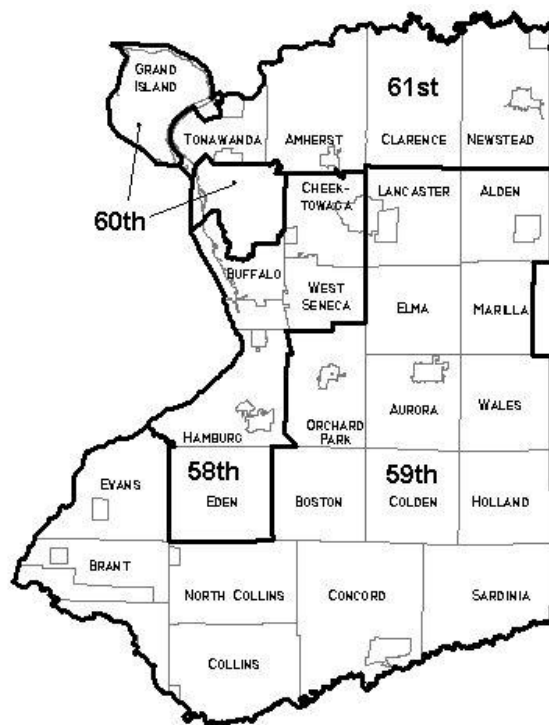
Executive Chamber

State Capitol

Albany, NY 12224

Telephone: 518-474-8390

E-mail: [gov.cuomo@chamber.state.ny.us](mailto:gov.cuomo@chamber.state.ny.us)



## PLEASE NOTE

Districts 59, 60 and 61 extend beyond  
 Erie County

For Additional Information, visit the  
 Senate Web Site at:

<http://www.senate.state.ny.us>

### Hon. Timothy M. Kennedy 58th District

#### Local Office:

2239 South Park Ave.  
 Buffalo, NY 14220

Telephone: 716-826-2683

Fax: 716-823-2793

#### Albany Office:

506 Legislative Office Building  
 Albany, NY 12247

Telephone: 518-455-2426

Fax: 518-426-6851

E-mail: [kennedy@nysenate.gov](mailto:kennedy@nysenate.gov)



### Hon. Mark Grisanti 60th District

#### Local Office:

65 Court Street, Rm.213  
 Buffalo, NY 14202

Telephone: 716-854-8705

Fax: 716-854-3051

#### Albany Office:

902 Legislative Office Building  
 Albany, NY 12247

Telephone: 518-455-3240

Fax: 518-426-6738

E-mail: [grisanti@nysenate.gov](mailto:grisanti@nysenate.gov)



### Hon. Patrick M. Gallivan 59th District

#### Local Office:

4729 Transit Rd., Suite 7  
 Depew, NY 14043-4880

Telephone: 716-656-8544

Fax: 716-656-8961

#### Albany Office:

947 State Capital Building  
 Albany, NY 12247

Telephone: 518-455-3471

Fax: 518-426-6949

E-mail: [gallivan@nysenate.gov](mailto:gallivan@nysenate.gov)



### Hon. Michael H. Ranzenhofer 61st District

#### Local Office:

8203 Main St., Suite 4  
 Williamsville, NY 14221

Telephone: 716-631-8695

Fax: 716-634-4321

#### Albany Office:

848 Legislative Office Building  
 Albany, NY 12247

Telephone: 518-455-3161

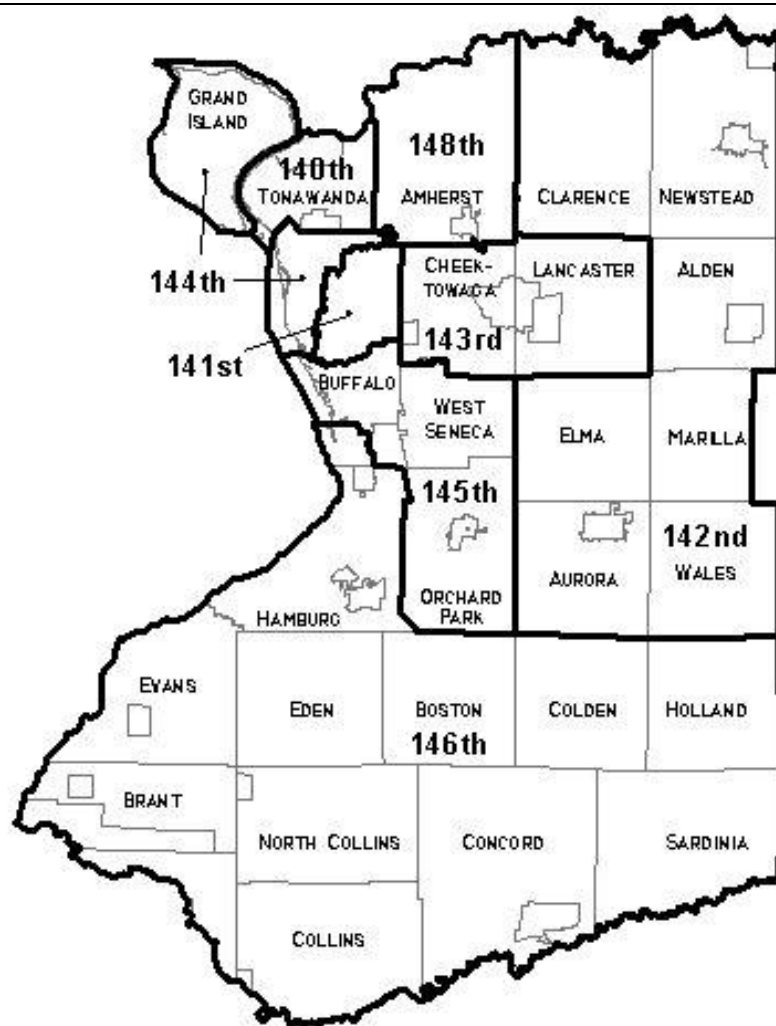
Fax: 518-426-6963

E-mail: [ranz@senate.state.ny.us](mailto:ranz@senate.state.ny.us)



GOVERNMENT - STATE ELECTED OFFICIALS

≡ **NEW YORK STATE ASSEMBLY**



**PLEASE NOTE**

Districts 140, 142 and 148 extend beyond Erie County

For Additional Information, visit the Assembly Web Site at:  
<http://www.assembly.state.ny.us>

**Hon. Robin Schimminger**

140th District

<http://www.robinschimminger.com>

**Local Office:**

3514 Delaware Avenue  
Kenmore, NY 14217  
Telephone: 716-873-2540  
Fax: 716-873-5675

**Albany Office:**

847 Legislative Office Building  
Albany, NY 12248  
Telephone: 518-455-4767  
Fax: 518-455-4724  
E-mail: [schimmr@assembly.state.ny.us](mailto:schimmr@assembly.state.ny.us)



**Hon. Crystal D. Peoples-Stokes**

141st District

**Local Office:**

792 E. Delavan Avenue  
Buffalo, NY 14215  
Telephone: 716-897-9714  
Fax: 716-897-1154

**Albany Office:**

619 Legislative Office Building  
Albany, NY 12248  
Telephone: 518-455-5005  
Fax: 518-455-5471  
E-mail: [peoplec@assembly.state.ny.us](mailto:peoplec@assembly.state.ny.us)





**Hon. Jane L. Corwin**  
**142nd District**

<http://www.janecorwin.com>

**Local Office:**

8180 Main Street  
 Clarence, NY 14221

Telephone: 716-839-4691  
 Fax: 716-839-4693

**Albany Office:**

721 Legislative Office Building  
 Albany, NY 12248

Telephone: 518-455-4601  
 Fax: 518-455-5257  
 E-mail: [corwinj@assembly.state.ny.us](mailto:corwinj@assembly.state.ny.us)



**Hon. Mark J. F. Schroeder**  
**145th District**

**Local Office:**

2189 Seneca Street  
 Buffalo, NY 14210

Telephone: 716-826-0152  
 Fax: 716-826-0347

**Albany Office:**

510 State Capitol Building  
 Albany, NY 12248

Telephone: 518-455-4691  
 Fax: 518-455-5238  
 E-mail: [schroem@assembly.state.ny.us](mailto:schroem@assembly.state.ny.us)



**Hon. Dennis H. Gabryszak**  
**143rd District**

<http://dennishgabryszak.com>

**Local Office:**

2560 Walden Avenue, Suite 109  
 Cheektowaga, NY 14225

Telephone: 716-686-0080  
 Fax: 716-686-0083

**Albany Office:**

327 Legislative Office Building  
 Albany, NY 12248

Telephone: 518-455-5921  
 Fax: 518-455-3962  
 E-mail: [gabryszakd@assembly.state.ny.us](mailto:gabryszakd@assembly.state.ny.us)



**Hon. Kevin Smardz**  
**146th District**

**Local Office:**

3812 South Park Avenue  
 Blasdell, NY 14219

Telephone: 716-826-1878  
 Fax: 716-826-0808

**Albany Office:**

628 Legislative Office Building  
 Albany, NY 12248

Telephone: 518-455-4462  
 Fax: 518-455-5560  
 E-mail: [smardzk@assembly.state.ny.us](mailto:smardzk@assembly.state.ny.us)



**VACANT**  
**144th District**

**Local Office:**

936 Delaware Avenue  
 Buffalo, NY 14209

Telephone: 716-885-9630  
 Fax: 716-885-9636

**Albany Office:**

547 Legislative Office Building  
 Albany, NY 12248

Telephone: 518-455-4886  
 Fax: 518-455-4890

**Hon. James P. Hayes**  
**148th District**

**Local Office:**

5555 Main Street  
 Williamsville, NY 14221

Telephone: 716-634-1895  
 Fax: 716-634-1250

**Albany Office:**

426 Legislative Office Building  
 Albany, NY 12248

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 Fax: 518-455-5023  
 E-mail: [hayesj@assembly.state.ny.us](mailto:hayesj@assembly.state.ny.us)



GOVERNMENT - FEDERAL ELECTED OFFICIALS

≡ **UNITED STATES (U.S.) SENATE**

**Hon. Kirsten E. Gillibrand**

<http://gillibrand.senate.gov>

**Local Office:**

Larkin at Exchange  
726 Exchange Street  
Buffalo, NY 14210

Telephone: 716-854-9725

Fax: 716-854-9731

**Washington Office:**

United States Senate  
Russell Senate Office Building  
Room 478

Washington, DC 20510

Telephone: 202-224-4451

Fax: 202-228-0282

E-mail: [senator@gillibrand.senate.gov](mailto:senator@gillibrand.senate.gov)



**Hon. Charles E. Schumer**

<http://schumer.senate.gov>

**Local Office:**

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Suite 660  
Buffalo, NY 14202

Telephone: 716-846-4111

Fax: 716-846-4113

**Washington Office:**

United States Senate  
Hart Senate Building  
Room 322

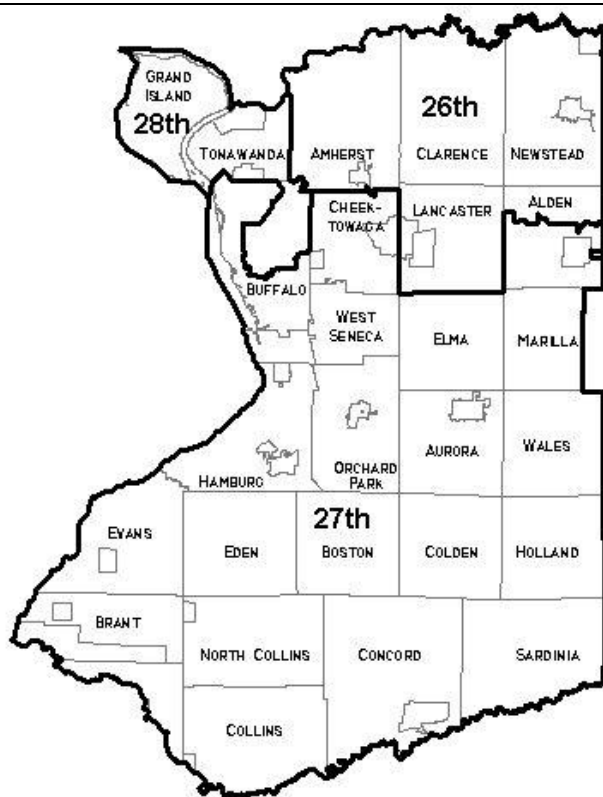
Washington, DC 20510

Telephone: 202-224-6542

Fax: 202-228-3027

E-mail: [senator@schumer.senate.gov](mailto:senator@schumer.senate.gov)





## PLEASE NOTE

All Congressional Districts listed (26, 27 and 29)  
 extend beyond Erie County

### Hon. Kathleen C. Hochul 26th District

<http://hochul.house.gov>

#### Local Office:

325 Essjay Road, Suite 405  
 Williamsville, NY 14221  
 Telephone: 716-634-2324  
 Fax: 716-631-7610

#### Washington Office:

1711 Longworth  
 House Office Building  
 Washington, DC 20515

Telephone: 202-225-5265  
 Fax: 202-225-5910



### Hon. Brian Higgins 27th District

<http://higgins.house.gov>

#### Local Office:

Larkin at Exchange  
 726 Exchange Street  
 Suite 601  
 Buffalo, NY 14210  
 Telephone: 716-852-3501  
 Fax: 716-852-3929

#### Washington Office:

Rayburn House Office Building  
 Room 2459  
 Washington, DC 20515  
 Telephone: 202-225-3306  
 Fax: 202-226-0347



### Hon. Louise M. Slaughter 28th District

<http://www.louise.house.gov>

#### Local Office:

465 Main Street  
 Suite 105  
 Buffalo, NY 14203  
 Telephone: 716-853-5813  
 Fax: 716-853-6347

#### Washington Office:

Rayburn House Office Building  
 Room 2469  
 Washington, DC 20515  
 Telephone: 202-225-3615  
 Fax: 202-225-7822



ERIE COUNTY GOVERNMENT

Quick Reference Guide

REFERENCE GUIDE

*Provides a very brief summary of County Departments and Divisions.*

County Executive, Erie County

Hon. Mark C. Poloncarz	716-858-8500
Richard M. Tobe, Deputy County Exec.	716-858-8500
Jennifer Hibit, Chief of Staff	716-858-8500

*The County Executive is the elected chief executive officer and administrative head of Erie County government. Develops financial and administrative policies, proposes legislation to the Erie County Legislature, appoints department heads and coordinates the management of all county departments. The County Executive also appoints members of governing boards, advisory boards and task forces. Represents Erie County to local, state and federal governments and at public events. These responsibilities are fulfilled by a Deputy County Executive, a Deputy County Executive – Chief of Staff, (both listed above) and executive staff, pursuant to their laws of the State of New York, the Erie County Charter, and the Administrative Code.*

Board of Elections

Ralph M. Mohr, Commissioner	716-858-7786
Dennis E. Ward, Commissioner	716-858-7787

*The Erie County Board of Elections office is dedicated to providing the information, education, and technology needed for fair elections and for the public to become effective and empowered voters.*

Budget and Management, Division of

Robert Keating, Director	716-858-8327
--------------------------	--------------

*The Division of Budget and Management is responsible for the preparation of the tentative operating budget and the capital budget, the implementation and monitoring of the adopted budget, and coordination of departmental communications with the County Legislature on all the budget matters requiring legislative approval.*

Buffalo & Erie County Public Library

Mary Jean Jakubowski, Director	716-858-8900
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*The Buffalo and Erie County Public Library (B&ECPL) serves as a center of information, education, culture, and entertainment for the residents of Erie County.*

Central Police Services, Department of

John A. Glascott, Commissioner	716-858-6365
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*Provides centralized, countywide basic supportive services to all law enforcement and criminal justice agencies in Erie County. Such services include police training, computerized records and information retrieval, forensic laboratory, communication services and the countywide 911 emergency telephone system.*

Clerk, Erie County

Chris Jacobs	716-858-8865
Auto Bureau	716-858-7450

*The Erie County Clerk's Office is responsible for recording, filing and maintaining a central repository of legal documents and records. This includes property titles, land and real estate transactions and those related to corporate filings, assumed names, Supreme Court and County Court papers. The County Clerk's office also issues driving, hunting, and fishing licenses as an agent for the state.*

Comptroller, Erie County

Hon. Stefan Mychajliw	716-858-8400
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*The independently elected Comptroller is the Chief Accounting and Reporting Officer, Chief Auditing Officer, and Chief Fiscal Officer for the County*

District Attorney

Hon. Frank A. Sedita III	716-858-2424
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*Erie County's chief prosecutor is responsible for investigating crime, presenting evidence to the Grand Jury, and implementing the just prosecution of persons indicted for criminal offenses. The District Attorney tries felonies in Erie County and New York State Supreme Courts, as well as misdemeanors and non-criminal offenses in the City, Town and Village Courts of Erie County.*

Emergency Services, Department of

Daniel J. Neaverth, Jr. Commissioner	716-858-6578
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*This Department is responsible for providing comprehensive, centralized planning and coordination of emergency services in Erie County. It develops and maintains a comprehensive disaster plan to maximize the timeliness and effectiveness of response in the event of disaster or major emergency and coordinates the implementation of the plan as required. It directs and coordinates mutual aid fire operations in the county, and operates the Fire Academy which is responsible for training all fire fighters from the volunteer fire service*

Erie County is fortunate to have aggressive federal, state, and local economic development resource partners with relevant programs to help your business grow and prosper in Erie County.

There are many diversified products and services available to help WNY businesses remain competitive and profitable. They range from financing to workforce training to green energy and market development assistance to start-up business planning and strategic operations analysis for ongoing operations.

The Erie County Industrial Development Agency (ECIDA) is your first call for business assistance to make things happen. The ECIDA is committed to responsiveness and service, with a resolve to close deals and complete projects quickly.

ERIE COUNTY GOVERNMENT

## Environment and Planning, Department of

Maria Whyte, Commissioner 716-858-8390

*The Department of Environment and Planning strives to improve the quality of life of Erie County Residents by working to promote economic growth, ensure environmental quality, provide recreational amenities, support social infrastructure, attract and retain growing businesses, and by planning a community where people want to live, work, and prosper. This Department provides direct services and staff assistance for physical, community and economic development planning and implementation to County government, local governments, residents, and businesses. Services are provided through the Divisions of Planning, Community Development, Environmental Compliance, Sewerage Management, and the Office of Economic Development.*

### Planning and Environmental Compliance

Thomas J. Dearing, Dep. Com. of Planning and Economic Development

Dale J. Morris, Director – GIS

Telephone: 716-858-8390

Fax: 716-858-7248

Thomas J. Hersey, Deputy Commissioner,  
Environmental Compliance Services

Paul B. Kranz, P.E., CSSGB, Associate Engineer

Telephone: 716-858-6370

Fax: 716-858-7713

*The planning unit provides local planning assistance to municipal governments and undertakes long-range planning in specific functional areas, including farmland, environmental features, waterfront, and land use. Other important activities include a project implementation program wherein specific recommendations contained in the long-range plan are carried out through capital construction, grant writing, and project reviews. Environmental Compliance is charged with protecting the environment and our natural resources through the implementation of a variety of environmental and energy-related initiatives focused on addressing the needs of Erie County municipalities, businesses, and citizens. These programs involve achieving the maintaining environmental standards; improving the efficiency of and minimizing the impacts of waste management and energy use practices; advising on proposed environmental statutes, rules, and regulations; protecting and enhancing our Great Lakes resources; and monitoring remediation.*

### Economic Development

Kenneth J. Swanekamp, Dir. Of Business Assistance

Christopher S. Pawenski, Coord. Industrial Asst. Program

Telephone: 716-858-8390

Fax: 716-858-7248

*Economic Development is responsible for developing strategic economic development plans and operational policies to promote the economic health of Erie County. It provides oversight and linkage with the principal economic development agencies in Erie County, including the Erie County Industrial Development Agency, and advances the business development and expansion needs of companies located in and new to Erie County. Erie County assists with the development of a robust business development program involving all economic development partners, which aggressively responds to the needs of existing businesses and works to capture new investment opportunities.*

### Sewerage Management

Joseph L. Fiegl, P.E., Dep. Com. Sewerage Mgmt.

James A. Carr, P.E., Asst. Dep. Com. Sewerage Mgmt.

David Millar, P.E., Asst. Dep. Com. Sewerage Mgmt.

Charles G. Katra, Asst. Dep. Com. Sewerage Mgmt.

Telephone: 716-858-8383

Fax: 716-858-6257

*Responsible for the planning, financing, design and construction, and subsequent operation and maintenance of the County-owned sewerage facilities. The Erie County sewerage system covers one-third (1/3) of developable land.*

## Equal Employment Opportunity, Div. of

William Lobbins, Director

716-858-7542

*The Division is the ombudsman for minority and women business enterprises (M/WBE's). It assists and certifies minority and women business enterprises. The Division audits County contracts for goods, services, and construction to maintain participation goals for M/WBE's. Services are provided to facilitate M/WBE access to County contracts. A Job Bank is available to assist County Departments and local businesses in recruiting protected class members for employment.*

## Erie County Medical Center

Jody Lomeo, Chief Executive Officer 716-898-3000

Dr. David Eubanks, Medical Director, 716-937-5690

Erie County Home

*The Erie County Medical Center (ECMC) is located in Buffalo. It has 550 inpatient beds, 156 skilled nursing home beds, and more than 40 outpatient specialty care clinics throughout Western New York. ECMC is a regional center for trauma, burn, rehabilitation, and cardiac care and is also a major teaching facility for the University at Buffalo. ECMC Corporation also operates the Erie County Home, a skilled nursing facility with 586 beds located in Alden.*

## Health, Department of

Gale R. Burstein, MD, MPH, FAAP 716-858-7690

FACPE, Commissioner

*The Erie County Department of Health serves the communities and individuals within the County by providing an array of nationally recognized essential public health services.*

## Information and Support Services, Div. of

Michael Breeden, Chief Information Officer

716-858-8696

Vallie M. Ferraraccio, Dir. Of Purchasing

716-858-6315

*The Division of Information and Support Services provides centralized support services for County departments. Division is composed of three bureaus. The Bureau of Information and Support Services include telecommunications, information system management and support, mail services, operation of a graphic centers, and a copy and print center. Bureau of Purchase supports County departments as the central purchasing agent for supplies, materials and services.*

## Labor Relations, Department of

Chris Putrino, Commissioner

716-858-8476

*The Department of Labor Relations negotiates and administers collective bargaining agreements with the labor organizations representing the employees of the County of Erie. It is the*

*mission to interact with public employee unions and other employees as the representative of Erie County government and the Erie County taxpayer.*

### **Law, Department of**

Michael A. Siragusa, 716-858-2200  
County Attorney

*Responsible for providing legal services to the County of Erie and is headed by the Erie County Attorney. Composed of three divisions: The Division of Law, the Division of Risk Retention, and the Division of Workers' Compensation.*

### **Legislature, Erie County**

92 Franklin Street | 4<sup>th</sup> Floor | Buffalo, NY 14202

Karen McCarthy, Clerk 716-858-7500

*The Erie County Legislature is composed of fifteen (15) elected legislators (see Pages 30-31) representing the residents of Erie County. Functions as the law making body of Erie County, pursuant to the laws of the State of New York and the duties defined in the Erie County Charter and Administrative Code. The Legislature operates through eight (8) standing committees which consider and examine the business of the Legislature and submit recommendations to the full body for final disposition. General administration of the Legislature is the responsibility of the Clerk of the Legislature and the central staff. Legislators are assisted by minority and majority staff.*

### **Mental Health, Department of**

Philip R. Endress, LCSW, ACSE, 716-858-8531  
Commissioner

*The Department of Mental Health oversees mental disability services for over 48,000 Erie County residents each month through contracts with 42 community based agencies, including the Erie County Medical Center and Erie County Departments of Senior Services, Social Services, and Youth Services. The Department of Mental Health is administratively responsible for planning, directing, coordinating, and monitoring programs of prevention, treatment, and rehabilitation involving mental health, mental retardation-developmental disabilities, and alcohol and substance abuse services.*

### **Parks, Recreation and Forestry, Dept. of**

Troy Schinzel, Commissioner 716-858-8355

*The Department of Parks, Recreation, and Forestry is responsible for the development, operation and maintenance, design and construction of all county parks and recreation facilities. Facilities include 2 golf courses, botanical gardens, 11 county parks, 2 beaches, 3 Buffalo River Urban Parks, 3,500 acres of county forest land, and 5 county undeveloped parks.*

### **Personnel, Department of**

John W. Grennan, Commissioner 716-858-8484  
Susan V Sizemore, Director, Office 716-858-6215  
for the Disabled

*The Department of Personnel is responsible for implementing and maintaining programs and services that support and facilitate the recruiting, selection, hiring, development and retention of employees based upon merit and in accordance with Civil Service Law and Regulations. Also, administers, interprets and enforces Civil Service Law for the County and municipalities and coordinates administration of Civil Service exams and the certification of eligible lists.*

### **Probation, Department of**

Rachelle Cybulski, Director 716-858-8200

*The mission of the Department of Probation is to provide community protection, reduce crime by lowering recidivism rates, to hold offenders accountable for their actions and to compensate and restore victims. The Department of Probation is also responsible for providing timely and accurate information to the various upper and lower criminal courts in Erie County and Family Court.*

### **Public Advocacy, Department of**

Sawrie Becker, Commissioner 716-858-8307

*Public advocacy office for all residents of Erie County includes the division on the status of women and consumer protection. The Department of Public Advocacy provides professional and quality advocacy services to assure fair and equal treatment of all county residents without regard to race, sex, religion, age, disability, and national origin.*

### **Public Works, Department of**

John Loffredo, P.E., Commissioner 716-858-8300

*The Department of Public Works is responsible for planning, designing, constructing maintaining, and repairing the physical facilities of the County, including its roads, bridges, buildings and grounds. It performs the function of County Engineer, and directs the operations of the Highway Division County Road Fund, which is administered by the Deputy Commissioner of Highways. The Department is divided as follows: Commissioner's Office (responsible for oversight of the Department and capital improvements to buildings), Bureau of Fleet Services supports departments as a central equipment repair maintenance function, Division of Weights and Measures (tests, inspects and certifies the accuracy of all commercial weighing and measuring devices), the County Road Fund (responsible for the maintenance and construction of County roads, bridges, and culverts) and the County Utilities Fund (responsible for the procurement and disaggregation of utilities to County facilities).*

### **Real Property Tax Services, Dept. of**

Joseph Maciejewski, CCD, Director 716-858-8320  
*The Department of Real Property Tax Services maintains the tax maps covering all municipalities within Erie County and provides updated maps to local assessors. The Department also prepares the County, Town, School, and Village property tax bills and maximizes the collection of all current and delinquent real property taxes.*

### **Senior Services, Department of**

Brenda W. Ward, Commissioner 716-858-8320  
*The mission of the Department of Senior Services of Erie County is to provide leadership to promote the optimal well-being older adults by empowering them to lead lives of independence, health, and dignity and to facilitate the development of comprehensive, coordinated and cost-effective services within the community to meet present and future needs of seniors and their caregivers.*

### **Sheriff, Erie County**

Hon. Timothy B. Howard 716-858-7608  
 Correctional Facility 716-858-5513  
 Jail Management 716-858-7300

*The Erie County Sheriff serves as the County's elected chief law enforcement official and is responsible for the enforcement of federal and state civil and criminal laws and county, town and village ordinances. The Office of the Sheriff provides police and patrol services, investigates crimes, conducts crime prevention programs and performs public safety and emergency services designed to protect persons and property in Erie County. The Division of Jail Management operates out of two sites - Erie County Holding Center, located in Buffalo, and Erie County Correctional Facility located in Alden.*

### **Social Services, Department of**

Carol Dankert, Commissioner 716-858-7511  
*The Department of Social Services is responsible for administering public welfare programs for eligible needy families and individuals in Erie County. Programs include Public Assistance (Family Assistance).*

### **STOP DWI, Erie County**

John F. Sullivan, Project Director 716-858-6291  
*The Erie County STOP-DWI Program is a County Government Office, established under New York State Vehicle and Traffic Law, and charged with coordinating Erie County's alcohol traffic safety (drunk driving) efforts. The sole source of funding is fine revenue collected from drunken drivers in Erie County Courts. There are no tax dollars used in STOP-DWI projects.*

### **Veterans Service Agency**

Marlene Roll, Director 716-858-6363  
*The Veterans Service Agency serves as an advocate for veterans. This Agency counsels and assists veterans and their dependents to ensure they receive all the benefits available to them under federal, state, and local laws.*

≡ **ADJACENT COUNTY CONTACTS**

(Quick reference)

**C A T T A R A U G U S**

**Cattaraugus County Government**

<http://www.cattco.org/>

303 Court Street  
Little Valley, NY 14755  
Hon. Crystal J. Abers, Chairman of County Leg.  
John R. Searles, Clerk  
Telephone: 716-938-2577  
Fax: 716-938-2760

**Cattaraugus Industrial Development Agency, County of**

PO Box 1749, 3 E. Washington St  
Ellicottville, NY 14731  
Corey R. Wiktor, Executive Director  
Telephone: 716-699-2005  
Fax: 716-699-2942

**C H A U T A U Q U A**

**Chautauqua County Government**

<http://www.co.chautauqua.ny.us>

Gerace Office Building, 3 North Erie St.  
Mayville, NY 14757-1007  
Hon. Gregory J. Edwards, County Executive  
Telephone: 716-753-4000  
Fax: 716-753-4756

**Chautauqua County Industrial Development Agency & Dept. of Economic Development**

<http://www.ccida.com>

200 Harrison Street  
Jamestown, NY 14701  
William Daly, Administrative Director  
Telephone: 716-661-8900  
Fax: 716-483-6679

**G E N E S E E**

**Genesee County Government**

<http://www.co.genesee.ny.us>

The Old Courthouse, 7 Main Street  
Batavia, NY 14020  
Hon. Mary Pat Hancock, Chair. of County Leg.  
Jay A Gsell, County Manager  
Telephone: 585-344-2550  
Fax: 585-344-8582

**Genesee Industrial Development Agency, County of**

<http://www.gcedc.com>

1 Mill Street  
Batavia, NY 14020-3118  
Steven G. Hyde, CEO  
Telephone: 585-343-4866  
Fax: 585-343-0848

**N I A G A R A**

**Niagara County Government**

<http://www.niagaracounty.com>

County Court House  
PO Box 461, Lockport, NY 14094-2740  
Hon. William Ross, Chairman of County Legislature  
Telephone: 716-439-7000  
Fax: 716-439-7124

**Niagara County Industrial Development Agency (NCIDA) & Department of Economic Development**

<http://www.ncida.org>

6311 Inducon Corporate Drive  
Sanborn, NY 14132  
Samuel M. Ferraro, Commissioner  
Dept. of Econ. Dev.  
Telephone: 716-278-8750  
Fax: 716-278-8757

**W Y O M I N G**

**Wyoming County Government**

<http://www.wyomingco.net>

143 North Main Street  
Warsaw, NY 14569  
A. Douglas Berwanger, Chairman of the Board  
Telephone: 585-786-8800 (General)  
585-786-8877 (Berwanger)  
Fax: 585-786-8802

**Wyoming County Industrial Development Agency & Planning & Development**

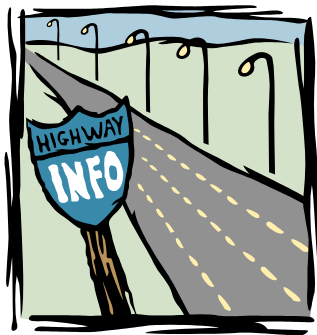
<http://www.wyomingco.net/econ/homepage.htm>

6470 Route 20A, Suite 4  
Perry, NY 14530-9796  
Michael Heftka, Executive Director (WCIDA)  
Telephone: 585-237-4110  
Fax: 585-237-4113



# SMALL BUSINESS REFERENCE SECTION

Starting a business is a rough road to follow. There are many obstacles and potholes that will occur on an entrepreneur's journey to take a product, idea or service that they have in their mind - to making it a profitable venture. The following four pages are designed to provide a solid starting point. The first two pages (46-47) outline some basic steps that a person (or persons) must take to



operate a legal entity. The second two pages (48-49) provide an entrepreneur with the needed components of a business plan. A good business plan is essentially a map that will help to obtain capital, and direct the individual when things get bumpy. Below, are helpful agencies that are available to guide entrepreneurs and/or start-ups. In other words, don't be afraid to ask for directions.

## SMALL BUSINESS/START-UP RESOURCES - TECHNICAL BUSINESS ASSISTANCE

*Additional contacts and information for each agency can be found at the page number listed after contact name.*

### Chambers of Commerce

See Pages 26-27

### Erie County Government - County Clerk's Office\*\*

Tel: 716-858-8785 | 716-858-7467 (DBA Info.)  
<http://www.erie.gov/depts/government/clerk.phtml>  
 92 Franklin Street | Buffalo, NY 14202

*Records and files all records for the purchase and sale of real property, legal documents and business transactions such as registering a "Doing Business As" (DBA).*

### EC Gov. - Buffalo and Erie County Public Library

Tel: 716-858-8900 | <http://www.buffalolib.org>  
 1 Lafayette Square | Buffalo, NY 14203  
 Mary Jean Jakubowski, Director | Pg. 15

*The Business, Science & Technology Department provides census, demographics, small business, export-import, patents, standards and other business information.*

### Erie County Industrial Development Agency (ECIDA)\*

Tel: 716-856-6525 | <http://www.ecidany.com>  
 143 Genesee Street | Buffalo, NY 14203  
 Steve Weathers, Chief Operating Officer | Page 17

*Works in conjunction with local area banks, and the U.S. Small Business Administration (SBA) on loan program targeted at minority, women and/or start-up business enterprises. Web site hosts the Entrepreneurial Service Network for life science/high tech companies. Operates a public-private venture capital fund to invest in high-tech companies that have large growth potential.*

### Government - Local\*\*

See Pages 32-36 | Clerks are listed under each municipality

### Governor's Office of Regulatory Reform (GORR)

Tel: 518-486-3292 | <http://www.gorr.state.ny.us>  
 Agency Bldg. 1 - 4<sup>th</sup> Floor | Empire State Plaza, PO Box 2107 | Albany, NY 12220-0107  
 Robert Hermann, Director | Page 17

*Offers permit assistance and general information regarding regulatory reform. For permit assistance only, call 1-800-342-3464*

### SCORE

Tel: 716-551-4301 | <http://buffalniagara.score.org/>  
 130 South Elmwood Avenue | Suite 540 | Buffalo, NY 14202 | Page 21  
*Free business counseling by men and women who have had successful business careers as company executives or owners of their own business.*

### Small Business Development Center (SBDC)\*\*

Tel: 716-878-4030 | <http://www.nys-sbdc.suny.edu>  
 Buffalo State College, Cleveland Hall 206 |  
 1300 Elmwood Avenue | Buffalo, NY 14222  
 Susan McCartney, Director | Page 21

*Provides one-to-one counseling to start-up and existing small businesses on a wide range of advisory, training and research services including the preparation of business plans, marketing programs and financial strategies.*

### U.S. Small Business Administration (SBA)

Tel: 716-551-4301 | <http://www.sba.gov/regions/states/ny/buff.html>  
 130 South Elmwood Avenue, Suite 540 | Buffalo, NY 14202  
 Franklin Sciortino, District Director | Page 22

*Programs assist with every aspect of starting a business, from developing a business plan to obtaining financing, from marketing products and services to managing a company. The general loan program, which represents the majority of the agency's total loan effort, promotes small business growth by guarantees of up to 80% of the amount provided by commercial lenders. Also offers Surety Bonds and Minority Enterprise Development program.*

### UB Center for Entrepreneurial Leadership (CEL)

Tel: 716-885-5715 | <http://www.mgt.buffalo.edu/cel>  
 672 Delaware Ave. | Buffalo, NY 14209  
 Tom Ulbrich, Executive Director | Page 23

*Assists in regional economic development by helping existing firms grow. Provides a ten-month professional development program.*

## R E S O U R C E S O N T H E W E B

### NYS Department of Taxation – Business Taxpayer Page

<http://www.tax.state.ny.us/sbc/>  
*Provides information and forms*

### SBDC's Frequently Asked Questions

<http://www.nys-sbdc.suny.edu/info/faqs/faqs.html>

### U.S. Small Business Administration – Starting Your Business

[http://www.sba.gov/starting\\_business/index.html](http://www.sba.gov/starting_business/index.html)

\* Life Science / High Tech Sector Assistance

\*\* Permit Assistance

**Note:** Also See Minority/Women Business Assistance Resources in Subject Index on Page 10

## SMALL BUSINESS REFERENCE SECTION

### » New York State Governor's Office of Regulatory Reform – Guide For Starting A Business

*The material presented on pages 48-49 is a courtesy of the Governor's Office of Regulatory Reform (GORR). Material was excerpted from GORR's "Starting A Business" brochure. Certain text has been edited from original publication.*

#### I. INTRODUCTION

The following text on Pages 48-49 contains general information for starting a business. It is designed to be a handy reference guide for general business requirements, and is not intended to offer legal or financial advice. Filing fees and tax rates were current on the date of publication, but should be verified prior to finalizing your business plans. We suggest discussing your business plan with an attorney and/or accountant.

#### II. STATE LICENSES OR PERMITS

Some businesses require specific New York State permits. The Governor's Office of Regulatory Reform defines a permit as any required license, registration, or similar form of authorization required by New York State. Examples of businesses that require a permit are: motor vehicle repair shops, beauty salons, food establishments, real estate sales, and child day care centers. For assistance in identifying New York State permits contact:

Governor's Office of Regulatory Reform (Also see P. 17)  
P.O. Box 2107 | Albany, New York 12220-0107  
800-342-3464 or 518-486-3292  
www.gorr.state.ny.us | Permit Database: www.nys-opal.com

#### III. LOCAL PERMITS

A person contemplating starting a business should be aware of local laws. It is important to contact the village, town, or city (P. 32-36) and county clerk (P. 15) where the business plans to locate. Examples of local considerations are zoning, parking, sign regulations, and certain occupational licenses such as auctioneers, electricians, and plumbers. It is advisable to contact your local government (P. 32-36) first.

#### IV. LEGAL STRUCTURE

The most common forms of business organizations are: **sole proprietor, partnership, limited liability company, and corporation**. If you plan to conduct business under a name other than your own, the name must be registered. Keep in mind that registering is not permission to conduct business. The following is a brief outline of the most common business structures.

##### A. SOLE PROPRIETORSHIP

A sole proprietorship is the simplest form of business. It may be suited to the start-up of a one-person business. However, the single owner assumes all business responsibilities, including unlimited financial liability incurred by the business.

**Form:** A Certificate of Conducting Business as a Sole Proprietor must be filed. This form can be obtained from a legal supply store. Complete the form, have it notarized, and file the original with the county clerk in each county where the business is conducted.

**Fees:** \$25 plus \$4-\$5 for each certified copy. Three copies are usually needed: one for the business, one for the bank, and one for the county clerk.

**Self-Employment Tax:** This tax is similar to the Social Security tax withheld from wage earners. Self-employment tax is based on net earnings of \$400 or more. Currently, the self-employment tax rate is 15.3%. This rate is separated into the Social Security portion (12.4%) and the Medicare portion (2.9%). The maximum net earnings subject to Social Security are \$87,000. There is no maximum limit to the amount subject to Medicare. All net earnings for self-employment are subject to the Medicare part of the tax.

**Estimated Tax:** If the total of estimated income tax and self-employment tax for the year exceeds total withholding and credits by \$400 or more, you may be required to make federal estimated tax payments. The threshold for determining when to pay estimated tax payments for New York is \$300. On the federal and state personal income tax returns, income from the business is considered business income rather than wage or salary.

##### B. PARTNERSHIP

A partnership is the relationship between two or more persons or companies that carry on a trade or business together. In the absence of a partnership agreement, the NYS Partnership Law sets forth the rights and duties of the partners.

**Form:** A Certificate of Conducting Business as Partners must be filed. This form can be obtained from a legal supply store. Complete the form, have it notarized, and file the original with the county clerk in each county where the business is conducted.

**Fees:** \$25 plus \$4-\$5 for each certified copy. Three copies are usually needed: one for the business, one for the bank, and one for the county clerk. (The filing fee in the five counties comprising New York City is \$100; certified copies are \$10.)

**Limited Partnership:** A certificate is required to be filed with the New York State Department of State. A notice must be published in two newspapers in the county where the business is located each week for six successive weeks specifying the details of the limited partnership within 120 days after filing. The filing fee for a limited partnership is \$200.

**Self-Employment Tax and Estimated Tax:** See information under Sole Proprietorship.

Partnerships must file both state and federal partnership returns. Partners should also include their share of the partnership income on their state and federal personal income tax returns. Income from a partnership is considered business income rather than wages or salaries.

##### C. LIMITED LIABILITY COMPANY

A Limited Liability Company is an unincorporated business organization of one or more persons having limited liability for the contractual obligations and other liabilities of the business, other than a partnership or trust.

**Form:** Articles of Organization must be filed with the New York State Department of State (see corporations). A notice must be published in two newspapers in the county where the business is located each week for six successive weeks specifying the details of the limited liability company within 120 days after filing.

**Fees:** \$5 for each name search, \$20 for reservation of name, \$200 for articles of organization, \$25 each for affidavits of publication.

**Tax Obligations:** Publication 16 from the NYS Department of Taxation & Finance explains tax requirements for annual filing fees and to conform to New York personal income tax and corporation franchise tax.

##### D. CORPORATIONS

A New York State corporation is an entity separate and distinct from the individual(s) who own and manage the business. A corporation is authorized to sell, buy, and inherit property in its own name and is legally endowed with rights, powers, and duties in the conduct of lawful activities. Business corporations are operated for profit and are authorized to raise capital by selling shares of interest in the corporation. A corporation's debts and obligations are distinctly its own.

**New York State Governor's Office of Regulatory Reform – Guide For Starting A Business //**

**CORPORATIONS CONTINUED**

**Form:** A form can be obtained from the New York State Department of State, drafted by an attorney, or purchased from a legal supply store.

**Fees:** \$5 for each name search, \$20 for reservation of name, \$125 for certificate of incorporation.

**File With:**

NYS Department of State Division of Corporations  
41 State Street | Albany, NY 12231-0001  
518-473-2492 | Email: [corporations@dos.state.ny.us](mailto:corporations@dos.state.ny.us)

**Corporate Franchise Tax:** Corporations must file a franchise tax report and pay a franchise tax for all or part of each calendar/fiscal year the corporation exists. Corporations are required to file federal tax returns.

**S Corporation:** Under Section 1362 of the Internal Revenue Code, certain small business corporations may report income on personal tax returns. Individual shareholders who wish to obtain this option must file federal Form 2553. Once approval is granted by the Internal Revenue Service Election Form CT-6 must be filed with the NYS Dept. of Taxation & Finance.

**Not-for-Profit Corporations:** The assets, income, and profit of the corporation shall not be distributed to the benefit of the members, directors, or officers except to the extent permitted by statute. The filing fee is \$75 with the NYS Department of State. Obtain approval from the Internal Revenue Service before requesting approval from the NYS Department of Taxation & Finance.

**Foreign Corporations:** An out-of-state corporation must be authorized by the New York State Department of State to do business in New York. The filing fee for foreign authority is \$225 and a certificate of existence from the jurisdiction in which the corporation is organized must be attached.

**V. TAX OBLIGATIONS**

**New York:** The NYS Department of Taxation & Finance's Publication 20, "New York State Tax Guide for New Businesses," provides basic information about New York Tax Law and regulations. This publication outlines the procedures to follow and forms to file with the NYS Department of Taxation and Finance to fulfill your tax obligations.

**Sales and Use Tax:** If tangible personal property is sold, admissions collected, hotel or motel rooms rented, or amusement fees charged, NYS sales and local tax must be collected, and remitted to the NYS Department of Taxation & Finance, usually on a quarterly basis. Completed forms should be filed at least 20 days prior to the opening of your new business. Forms and Publications are available from:

NYS Department of Taxation & Finance  
Sales Tax Registration  
W. Averill Harriman Campus | Albany, NY 12227  
Forms: 800-462-8100 or 518-485-6800  
Information: 800-225-5829 or 518-485-6800  
[www.tax.state.ny.us](http://www.tax.state.ny.us) | apply online: [www.nys-opal.com](http://www.nys-opal.com)

**VI. FEDERAL (EMPLOYER) IDENTIFICATION NUMBER**

Sole proprietorships, partnerships, limited liability companies, and corporations (including "S" corporations and non-profit organizations) must have a Federal Identification Number. Sole proprietors can use their Social Security number unless they pay wages to one or more employees, or are required to file pension or excise tax returns, such as those for alcohol, tobacco, or firearms.

**Form:** SS-4 Application for Employer Identification Number. For information contact:

800-829-3676 or 800-829-1040  
[www.irs.ustreas.gov](http://www.irs.ustreas.gov)

**VII. EMPLOYER RESPONSIBILITIES**

The Immigration Reform and Control Act of 1986: All employers are required to verify employment eligibility of new employees. The law obligates an employer to process Employment Eligibility Verification Form I-9. For information contact:

Immigration and Naturalization Service  
800-375-5283  
[www.ins.usdoj.gov](http://www.ins.usdoj.gov)

**Employee Withholding Allowances and Exemptions:**

Withholding and paying federal and state income tax and Social Security tax is usually the responsibility of the employer. The amount of income tax withheld depends upon the exemptions declared by the employee on federal Form W-4 and/or NYS Publication WT 100 (New York State Withholding Tax Guide). Federal Circular E (Employer's Tax Guide) explains how to withhold taxes from the wages of employees.

**Federal Insurance Contributions Act (FICA):** Financed through Social Security taxes, FICA provides hospital insurance and other benefits for the elderly, survivors, and the disabled. Taxes are levied on both the employer and employee, and withheld by the employer. The employer and employee each contribute 6.2% (total 12.4%) of wages. Of that amount, 6.2% is earned for Medicare (hospital insurance). The maximum wages subject to Social Security is \$87,000. There is no ceiling on wages subject to the Medicare tax.

**Federal Unemployment Tax:** If an employer pays wages of \$1,500 or more during any quarter or if a worker is employed at least one day in each of 20 weeks during a year, unemployment taxes must be paid. Special conditions prevail for certain groups. The gross federal unemployment tax rate is 6.2%.

**Forms:** 800-829-3676.

**Information:** 800-829-1040.

**New York State Unemployment Insurance:** In general, employers are liable as of the first day of any calendar quarter in which wages totaling \$300 or more are paid, or as of the day a business was purchased or succeeded a liable employer. Special conditions apply for not-for-profit organizations, agricultural employers, and employers of domestic or household workers. For information contact:

NYS Department of Labor  
Unemployment Insurance Division  
State Campus, Building 12  
Albany, NY 12240  
518-457-5807  
To apply online: [www.nys-opal.com](http://www.nys-opal.com)

**Workers' Compensation Benefits:** Are usually provided by the employer through insurance. Workers' Compensation provides cash for workers who become disabled because of a job-related injury or illness. Contact the Workers' Compensation Board for exclusions and special conditions. Insurance is available either through a private insurance carrier or the State Insurance Fund. **NOTE:** Workers' Compensation is also available to sole proprietors or partners who have no employees.

**Disability Benefits:** Ensures that employees are covered for non-employment related accidents and illness. Disability benefits are usually provided through insurance. They can be paid for jointly by the employer and employee or entirely by the employer. This insurance is available either through a private insurance carrier or the State Insurance Fund.

## SMALL BUSINESS REFERENCE SECTION

### Small Business Development Center Guidelines for Entrepreneurs or Start-ups Seeking Capital

*The material presented on pages 50-51 is a courtesy of the local Small Business Development Center (SBDC) at Buffalo State College. Although the process may appear complicated, as a federally sponsored agency, the SBDC at Buffalo State College is able to provide free one-on-one assistance to entrepreneurs. If you have any questions, or would like to schedule an appointment, contact the SBDC at 716-878-4030. Additional information on the SBDC can be found on page 21.*

#### BUSINESS PLAN CONTENTS

Developing and maintaining a successful business requires planning. In some cases it may only be a concept in the entrepreneur's mind. A written business plan can be an invaluable business tool that the entrepreneur can use to identify and exploit opportunities. It is also helpful in anticipating problems and developing strategies for avoiding or minimizing those problems.

Preparing a comprehensive, written business plan has a number of significant benefits to the entrepreneur including:

- Forcing the entrepreneur to establish goals.
- Focusing the entrepreneur's attention on all aspects of the business (sales, finance, organization, etc.)
- Forcing an entrepreneur to consider the interrelationship of each facet of the business. For example, is the plant large enough to satisfy the projected sales demand? If not, what will it cost to build additional capacity and when will it be needed?
- Giving the entrepreneur the background for making decisions that are consistent over time and that consider the ultimate goals and objectives of the business.
- Presenting an overview of the projected business and information that prospective investors and lenders might want.

The intended use of the plan will influence what format, layout and content are chosen. For example, the sequence and emphasis of the plan may differ when requesting friends or relatives to provide seed capital and/or requesting a bank to provide a working capital line of credit. A venture capitalist may be most interested in long-term return on capital and the price earnings ratio at the time of initial public offering. Banks, on the other hand, may be most interested in the cash flow available to service debt. The plan may be packaged so that the section of most interest to a particular reader can be placed first. Graphics make many ideas easier to understand. Financial information, for example, may be the best communicated with bar or pie chart. Flow charts may make it easier to understand the steps of manufacturing or design process. Such diagrams make the plan more inviting and easier to comprehend.

While each business plan will be different, depending on the business and what the plan will be used for, the following is an **outline of items** that might be addressed in a business plan.

#### GOALS AND OBJECTIVES

- A statement of the goals of the company.
- A list of specific objectives and when they will be accomplished.

#### PRODUCTS AND SERVICES

- Description of the product line. If the company plans on developing more than one product, how will the promotion and manufacture of one affect the other?
- Proprietary position - patents, copyrights, trademarks, and other legal and technical considerations.
- Requirements of regulatory agencies.
- Comparison of competitor's products.
- Break-even analysis by product.

#### UNIQUE COMPETITIVE ADVANTAGE

- Management experience or skills.
- Product superiority or price advantage.
- Market advantages, such as large contracts with a major customer or supplier.
- Other advantages, such as proximity to a large market, or proximity of labor supplies, raw materials, energy, transportation or inexpensive labor.

#### MARKET ANALYSIS

- Description of the target market and an approximation of its size and growth potential.
- Site selection for retail outlets - traffic count, disposable income and other demographic characteristics of surrounding area.
- Industry trends.
- Competitors and analysis of their strengths and weaknesses.

#### MARKETING STRATEGY

- Specific goals and timetables for market penetration.
- Overall strategy and how this will be affected by the reactions of competitors.
- Relationships with suppliers and distributors and any distribution or licensing agreements.
- Selling policy - selection between sales and leasing, credit payment terms.
- Service arrangements, product support and customer training, and warranty terms.
- Promotion and advertising plans.
- Pricing policy – whether it will be determined by competition or by cost of goods, and how market forces will affect pricing.
- How products will be distributed – licensing, franchising, agency contracts, wholesaling retailing or direct sales.

**Small Business Development Center Guidelines for Entrepreneurs or Start-ups Seeking Capital** //

**MANUFACTURING PROCESS**

- Materials and components required for products.
- Sources of supply and alternatives if materials become unavailable.
- Production methods.
- Condition of production facilities and equipment.
- Environmental factors restricting use of chemicals, disposal of wastes, pollution and noise control, potential impact.
- Labor requirements and effects of strikes, collective bargaining and turnover. How will changes in compensation structure or productivity affect the business?
- Availability and cost of transportation, energy and other utilities.
- Quality assurance products.
- Plant capacity and long term alternatives.

**MANAGEMENT PLAN**

- Form of business organization.
- Board of Directors composition.
- Detail of stock ownership, names of stockholders and shares owned. Potential ownership, warrants, rights, and options should be also discussed.
- Organization chart and responsibilities of officers.
- Experience and background of principles and key employees and any potential problems, such as agreements not to compete.
- Investment involvement of principal.
- Staffing plan/number of employees. Include plans for additions of employees, when they will be needed and the qualifications that will be required.
- Space requirements, facilities plan and planned capital improvements.
- Operating plan and schedule of upcoming work for next one to two years.
- Internal control, accounting, inventory and management reporting systems.

**FINANCIAL DATA**

- Current audited (or revised) financial statement, if available.
- Three to five year financial projections (first year by quarters; remaining years annually) including profit-and-loss statements, balance sheets, cash flow statement and capital expenditure estimate.
- Explanation of projections (assumptions).
- Start-up, and research and development costs.
- Analysis of capitalization decisions, such as whether to lease or buy equipment.
- Analysis of fixed costs versus those that vary with business or production level.

// **ERIE COUNTY FACTS**

- Key business ratios with comparison to industry averages.
- Access to funding sources, such as industrial revenue bonds and public sector financing.

**FINANCIAL DATA CONTINUED**

- Analysis of cost alternatives, such as subcontracting for production of components rather than producing them in house or contracting with outsiders for financial or other services.
- Explanation of use and effect of new funds.
- Potential return to investors compared to competitors and the industry in general.

**EXECUTIVE SUMMARY**

If a business plan will be used for presentation to potential lenders or investors, it should be prefaced with an executive summary. This summary is to give the reader an overview of the business plan. It must be well written, brief (two-to-five pages at the most) and to the point. It should include the following:

- Purpose of business plan – for example, to attract investment from venture capitalists.
- Business description; name, location and plant description, products, market and competition, and management expertise.
- Business goals and timetables.
- The market and competition, both current and anticipated, and a discussion of market share.
- Summary of your market strategy.
- Listing of key management personnel and their experience.
- Summary of the unique advantage that will contribute to the success of the business.
- Summary of financial needs and application of funds.
- Payback period, earnings projections and potential return to investors.

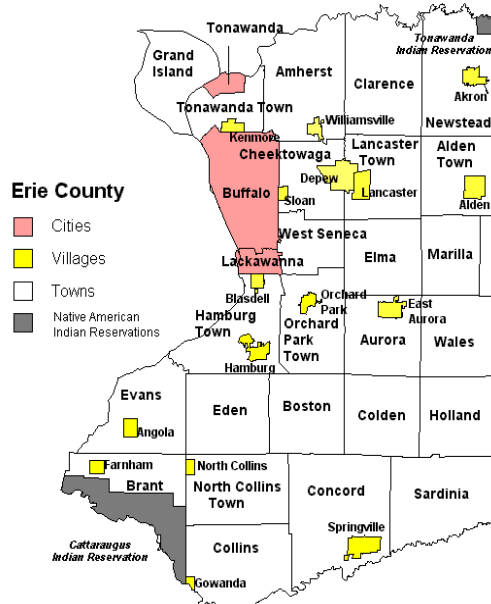
**ADDITIONAL INFORMATION**

Although the summary should ideally catch the reader's eye and induce the individual to read more, it will be the only thing some of them read. As a result, it should be present your company to potential lenders and investors not only clearly and concisely, but also completely.

If you use the business plan as the basis for applying for a loan from the bank, you may be required to provide additional information about yourself and your personal financial situation. Such additional information items may include credit references, income tax returns and personal financial statements.

Source: U.S. Census Bureau

## ERIE COUNTY AT A GLANCE



Number of Cities	3
Number of Villages	16
Number of Towns	25
Total Number of Municipalities	44
Land Area - Square Miles	1,044.7
Land Area - Square Kilometers	2,705.7

### POPULATION

2008 Total	909,845
2000 Total	950,265
% Change '00 - '08	-4.3%
Population Density '00	910 persons per sq. mile

Source: U.S. Census Bureau



### 2006 POPULATION

BY RACE

(TOTAL POPULATION - 921,390)

	#	%
White (not Hispanic or Latino)	748,896	81
Black or African	123,273	13.4
American (not Hispanic or Latino)		
Asian (not Hispanic or Latino)	18,689	2
Two or more races	13,310	1
American Indian and Alaska	4,861	0.5
Native (not Hispanic or Latino)		
Some other race	12,296	1.3
Native Hawaiian and Other	65	0.007
Pacific Islander (not Hispanic or Latino)		

### POPULATION CHANGE 2000 - 2009

Area	2009	2000	POP. CHANGE #	%
<b>CITIES</b>				
Buffalo	270,240	292,648	-22,408	-7.7
Lackawanna	17,539	19,064	-1,525	-8.0
Tonawanda	14,766	16,136	-1,370	-8.5
<b>Total Cities</b>	<b>302,545</b>	<b>327,848</b>	<b>-25,303</b>	<b>-7.7</b>
<b>TOWNS</b>				
Alden	10,287	10,470	-183	-1.7
Amherst	115,535	116,510	-975	-8.4
Aurora	13,504	13,996	-492	-3.5
Boston	7,805	7,897	-92	-1.7
Brant	1,829	1,906	-77	-4.0
Cheektowaga	87,496	94,019	-6,523	-6.9
Clarence	28,084	26,123	1,971	7.5
Colden	3,271	3,323	-52	-1.7
Collins	7,047	8,307	-1,215	-14.6
Concord	8,376	8,526	-150	-1.8
Eden	7,714	8,076	-352	-4.4
Elma	11,351	11,304	47	.42
Evans	16,822	17,594	-772	-4.4
Grand Island	19,025	18,621	404	2.2
Hamburg	55,989	56,259	-270	-.5
Holland	3,489	3,603	-114	-3.2
Lancaster	40,386	39,019	1,367	3.5
Marilla	5,579	5,709	-130	-2.3
Newstead	8,349	8,404	-55	-.7
North Collins	3,250	3,376	-126	-3.7
Orchard Park	28,607	27,637	970	3.5
Sardinia	2,669	2,692	-23	-0.9
Tonawanda	71,749	78,155	-6,406	-8.2
Wales	2,835	2,960	-125	-4.2
West Seneca	43,753	45,920	-2,167	-4.7
<b>Total Towns</b>	<b>604,811</b>	<b>620,406</b>	<b>-15,595</b>	<b>-2.5</b>
<b>RESERVATIONS</b>				
Cattaraugus	1,882	2,001	-119	-6.0
Tonawanda	9	10	-1	-.1
Total Reserve	1,891	2,011	-120	-6.0
<b>Erie County</b>	<b>909,247</b>	<b>949,758</b>	<b>-40,511</b>	<b>-4.3</b>

### VILLAGES

(Village populations are included in Town Totals)

Akron	2,967	3,085	-118	-3.8
Alden	2,549	2,666	-117	-4.4
Angola	2,130	2,266	-136	-6.0
Blasdell	2,505	2,718	-213	-7.8
Depew	9,394	16,629	-7,235	-43.5
East Aurora	6,251	6,673	-422	-6.3
Farnham	311	322	-11	-3.4
Gowanda (pt.)	2630	2,842	-212	-7.5
Hamburg	9,402	10,116	-714	-7.1
Kenmore	14,954	16,426	-1,472	-9.0
Lancaster	11,065	11,188	-123	-1.1
North Collins	999	1,079	-80	-7.4
Orchard Park	3,039	3,294	-255	-7.7
Sloan	3,436	3,775	-339	-8.9
Springville	4,165	4,252	-87	-2.0
Williamsville	5,100	5,573	-473	-8.5

Source: U.S. Census Bureau

**ERIE COUNTY FACTS //**

**2006 POPULATION BY SEX AND AGE**

(TOTAL POPULATION - 921,390)

	#	%
Male	442,707	48
Female	478,683	52
Under 9 years	103,195	11.2
10 to 14 years	62,654	6.8
15 to 24 years	136,365	14.8
25 to 34 years	103,195	11.2
35 to 44 years	126,230	13.7
45 to 54 years	142,815	15.5
55 to 64 years	105,038	11.4
65 to 74 Years	66,340	7.2
75 Years and Over	76,475	8.2
Median Age (years)	39.7	100

Source: U.S. Census Bureau

**HOUSEHOLDS**

2007 Total	374,234
2000 Total	380,873
% Change '00 - '07	-.02%

Source: U.S. Census Bureau



**AVERAGE HOUSEHOLD SIZE**

2007	2.39
2000	2.41

Source: U.S. Census Bureau

**FAMILIES**

2007 Total	231,357
2000 Total	243,539
% Change '00 - '07	-5.0%

Source: U.S. Census Bureau

**UNEMPLOYMENT RATES FOR ERIE COUNTY**

2008	5.8%
2007	4.9%

Source: NYS Department of Labor

**BUFFALO - NIAGARA MSA**

PRIVATE SECTOR EMPLOYMENT BY INDUSTRY

July 2008

(Data are not seasonally adjusted. Data are preliminary and subject to revision.)

Industry	#*	%
Natural Resources	20,700	2.7
Construction & Mining		
Manufacturing	58,600	7.7
Wholesale & Retail Trade	84,100	11.1
Trans., Warehousing & Util.	101,800	13.4
Finance & Insurance	26,600	3.5
Services	374,700	49.4
Government	91,600	12.2
Total	758,100	100

Source: NYS Dept. of Labor

\*Rounded to the nearest hundred

**MAJOR PRIVATE SECTOR EMPLOYERS**

(FULL-TIME EMPLOYEES IN WNY)

Kaleida Health   <a href="http://www.kaleidahealth.com">www.kaleidahealth.com</a>	10,000
HSBC Bank USA N.A.   <a href="http://www.us.hsbc.com">www.us.hsbc.com</a>	5,848
Buffalo City School District   <a href="http://www.buffaloschools.com">www.buffaloschools.com</a>	5,389
Catholic Health System   <a href="http://www.chsbuffalo.org">www.chsbuffalo.org</a>	5,191
Employer Services Corp.   <a href="http://www.myesc.com">www.myesc.com</a>	5,033
Tops Markets Inc.   <a href="http://www.topsmarkets.com">www.topsmarkets.com</a>	4,600
M&T Bank   <a href="http://www.mtb.com">www.mtb.com</a>	4,431
Seneca Gaming Corp.   <a href="http://www.senecagamingcorp.com">www.senecagamingcorp.com</a>	4,009
Catholic Diocese of Buffalo   <a href="http://www.buffalodiocese.com">www.buffalodiocese.com</a>	3,500
Wegman's Food Markets   <a href="http://www.wegmans.com">www.wegmans.com</a>	3,009
Roswell Park Cancer Institute   <a href="http://www.roswellpark.com">www.roswellpark.com</a>	3,000
Seneca Niagara Casino   <a href="http://www.senecaniagaracasino.net">www.senecaniagaracasino.net</a>	2,715
ECMC Corp.   <a href="http://www.ecmc.edu">www.ecmc.edu</a>	2,673
Elderwood Senior Care   <a href="http://www.elderwood.com">www.elderwood.com</a>	2,622
Delphi Thermal & Interior   <a href="http://www.delphiauto.com">www.delphiauto.com</a>	2,600
Wilson Farms Inc.   <a href="http://www.wilsonfarms.com">www.wilsonfarms.com</a>	2,500
Dresser Rand Co.   <a href="http://www.dresser-rand.com">www.dresser-rand.com</a>	2,400
People Inc.   <a href="http://www.people-inc.com">www.people-inc.com</a>	2,372
Moog Inc.   <a href="http://www.moog.com">www.moog.com</a>	2,370
Verizon-New York   <a href="http://www.verizon.com">www.verizon.com</a>	1,975
Mercy Hospital of Buffalo   <a href="http://www.chsbuffalo.com">www.chsbuffalo.com</a>	1,767
General Motors Powertrain-Tonawanda Engine   <a href="http://www.gm.com">www.gm.com</a>	1,100

Source: Business First Book of Lists, 2009

**WEB SITES FOR REGIONAL INFORMATION, LABOR MARKET INFORMATION AND DEMOGRAPHICS**

Buffalo Niagara Enterprise | [www.buffaloniagara.org](http://www.buffaloniagara.org)

NYS Department of Labor | [www.labor.state.ny.us](http://www.labor.state.ny.us)

U.S. Census Bureau | <http://factfinder.census.gov>

WNY Regional Information Network | <http://wnyrin.com>

Workforce NY | [www.workforcenewyork.org/lmi/](http://www.workforcenewyork.org/lmi/)

**≡ NOTES:**